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GALE BROS. CO.'S ELEVATOR.

Although the city of Cincinnati has long been one of the leading grain markets of Ohio and the Ohio Valley, still, owing perhaps to the conditions under which the grain is handled there, the city has not, until a comparatively recent period, kept pace with cotemporary markets in the Mississippi Valley in the character of her elevators' or means for handling grain. However, recent constructions of grain elevators are fast redeeming the city from any charge of want of facilities that not long since might have been laid against her.

The elevator shown in the accompanying picture, made from a photograph, is the latest addition to Cincinnati's modern transfer and cleaning elevators, which has been in operation for only about 30 days. It is the property of the Gale Bros. Co., who are among the oldest and most prominent grain and flour merchants in the Ohio River Valley.

The elevator proper covers an area of 36x60 feet, and contains 22 bins, with a total storage capacity of about 75,000 bushels. The feed shed also covers 60x36 feet, with the office above one end. The power house is 36x42 feet in size, making the total length of the buildings 162 feet, and the total width, including the train shed, 96 feet.

The foundation is of concrete construction, the piers being set on one solid bed of concrete, which covers the entire basement area, thereby

equally distributing the load. The framework of the elevator is made of long-leaf yellow pine and the bin walls of the usual hemlock cribbed construction. All outside exposed surfaces are covered with corrugated galvanized iron.

The power plant contains a 150-horsepower en-

gine and boiler, from which the power is transmitted by means of manila rope.

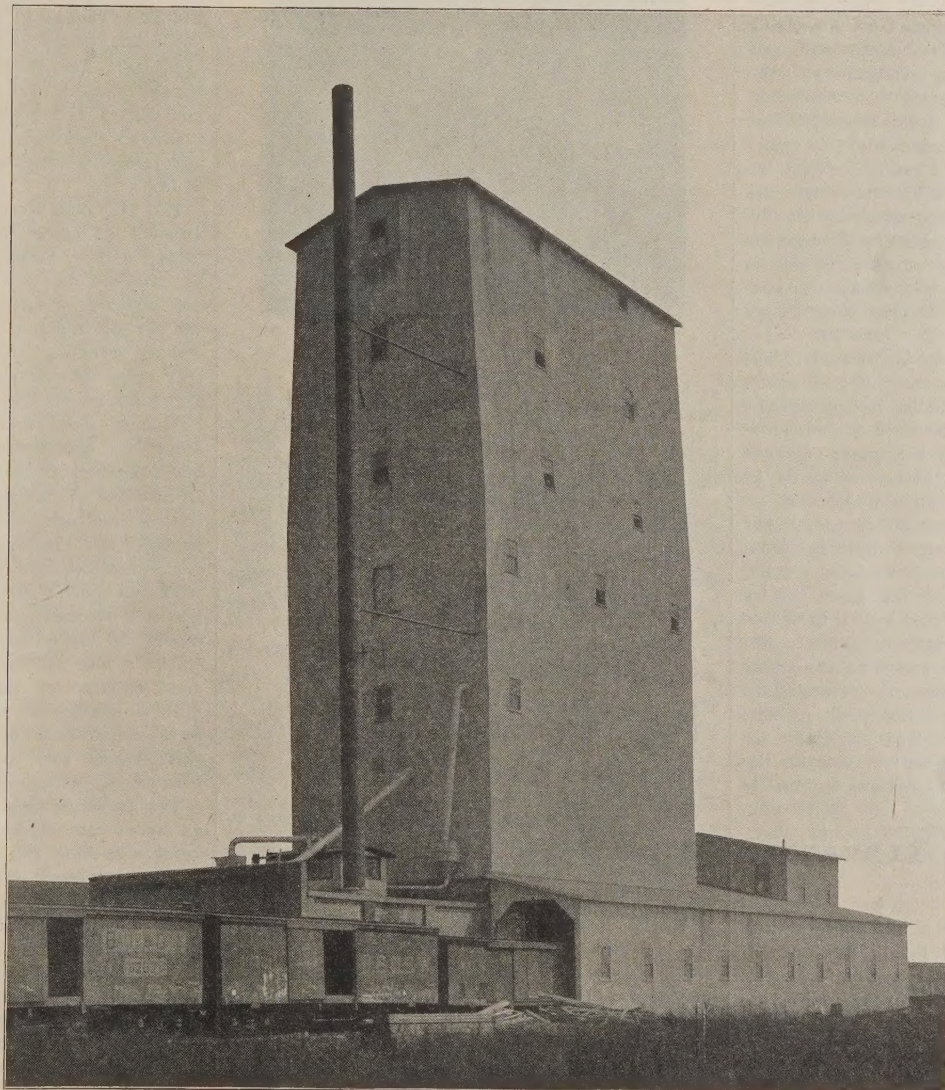
The machinery equipment consists of two large receiving and shipping elevators, two auxiliary elevators, one ear corn elevator, one sheller, one corn cleaner, one warehouse separator, one oat

clipper, two sets of power shovels, a car puller, a grain purifier and one-man lift. The scales in the cupola are of 84,000 pounds' capacity, and the sacking scale on the main floor is of six bushels' capacity.

Altogether it is a very commodious and economical plant. It was designed and built by the Burrell Engineering and Construction Company of Chicago.

The Agricultural Department has information that there was landed at New York last spring a large invoice of alfalfa seed from Italy, which had been condemned by that government's authorities and forbidden sale in Europe. Yet the stuff was brought here and sold in all parts of the country, our own laws not forbidding at present such reckless procedure.

The supervisors of Woodford County, Illinois, expect to make extensive improvements during the summer season at Spring Bay, to enable boats engaged in river navigation to load grain and freight at that point without getting grounded in the mud and sand. Spring Bay is on the east bank of the river, about midway between Chillicothe and Peoria.



GALE BROS. CO.'S TRANSFER AND CLEANING ELEVATOR AT CINCINNATI, OHIO.

BUFFALO GRAIN EXCHANGE.

The grain dealers of Buffalo have organized the Buffalo Grain Exchange, and after securing from Albany the proper incorporation authority, will cut loose from the Chamber of Commerce, which now has all classes of commercial men as its members, the majority of whom have no interest in the grain business, even remotely.

The meeting to effect an organization was held on March 23, when Charles Kennedy, of Charles Kennedy & Co., was elected chairman; R. W. Searle, secretary; E. T. Washburn, of Heathfield & Washburn, treasurer, and a committee on organization named, consisting of Messrs. Kennedy and Washburn, L. S. Churchill, Riley Pratt and S. M. Ratcliffe, to whom was given power to draw up a constitution, incorporate an exchange and otherwise perfect an organization.

This meeting was attended by S. W. Yantis, L. S. Churchill, Riley Pratt, Charles Kennedy, C. P. Wolvert, George Watkins, George C. Bartlett, M. P. Ryley, W. G. Heathfield, E. T. Washburn, T. J. Stofor, B. J. Burns, H. M. Barker, E. M. Husted, H. T. Burns, S. M. Ratcliffe, L. E. Harmon, R. W. Searle, O. G. Spann and C. F. Rockwell, and it is said 90 per cent of the grain trade are ready to become charter members of the new exchange, the admission fee being fixed at \$1,000 per membership. With Buffalo millers and malsters, also, as members, the Exchange's capital is expected to be about \$50,000. Application for incorporation under New York laws was made on April 1, with the following as a first board of directors: Riley E. Pratt, Charles Kennedy, T. J. Stofor, L. S. Churchill, S. M. Ratcliffe, S. W. Yantis and E. T. Washburn.

Although the grain dealers of Buffalo have been the "favorites" of the Buffalo Chamber of Commerce, and although the Chamber, as a whole, through its officers, pays more particular attention to the grain trade than to any other branch of business, the Chamber trustees making rules governing the grain trade, whereas the trustees do not exercise such intimate supervision over any of the many other businesses represented in the membership of the Chamber, yet the grain men feel that the regulation of their particular trade is apart from the real functions of the Chamber. They believe that better results will be obtained when the grain dealers are separately organized, as, for example, the lumbermen are organized in the Lumber Exchange. One material source of revenue will be the local inspection of grain, now under the control of the Chamber of Commerce and yielding an estimated profit of about \$50,000 annually.

Where the new Exchange will be located is not as yet decided upon. The Chamber of Commerce, it is stated, has decided to equalize its schedule of rentals for the offices in the Chamber of Commerce building. This equalization in a number of cases would amount to quite a material advance in rentals, and certain grain houses would find as much as \$400 or \$500 per year added to present rates. It is understood that representatives of the Mutual Life Insurance Company have informed the grain men that that company has space in its building that could easily be fitted up for their use and that if grain men are ready to unite in the occupation of as much office space as they now use in the Chamber of Commerce, the Mutual Life might put up a building adjoining their present structure on Pearl street, designed especially for an exchange building, with offices arranged for the special convenience of the grain dealers, but this is still in the future.

NEW YORK STATE ELEVATORS.

Assemblyman Mortimer of Utica has introduced in the New York Legislature a bill appropriating from the funds derived from the liquor taxes of 1904 to 1908, both inclusive, the sum of \$5,000,000, to build five grain elevators and warehouses for the purpose of transferring without charge grain, flour, coal, iron, steel or other products from lake craft to canal boats or storehouses or vice versa.

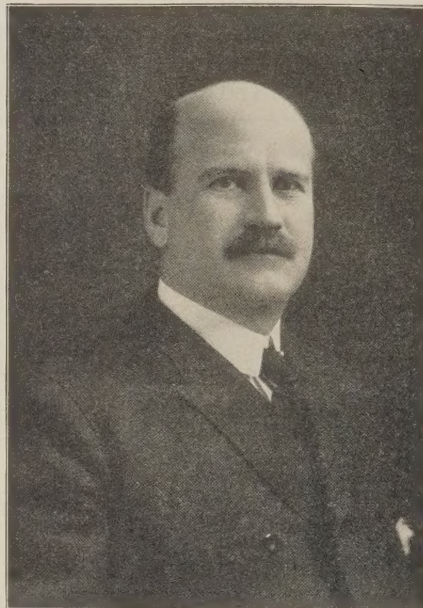
The bill was prepared by Capt. W. C. Clark, a

well-known friend of the New York canal system. The alleged object of the bill is to insure shippers against "railroad extortion" and combinations in restraint of trade by the owners and operators of the present elevator system of Buffalo. The bill provides for the location of modern elevators and warehouses at suitable points along or upon either side of the state property in the city of Buffalo, and further provides that the use of said facilities for transfer and storage shall be absolutely free, the cost of repairs being charged to the canal account.

Mr. Mortimer was also the introducer of a bill appropriating \$2,000,000 for reopening the old Chenango Canal, running into the Pennsylvania coal districts. The purpose of the bill is described in the title to be the getting of cheap coal and other products. The money for this scheme is to be raised by levy on the state inheritance tax fund at the rate of \$500,000 a year.

SAM FINNEY.

The banking business and the grain business are so closely allied that it frequently happens that the banker of the town is also the grain dealer;



SAM FINNEY, CHICAGO.

at least it is a short step from the banking business to that of buying and selling grain. Sam Finney's father was a banker; and it was this closeness of interests that probably first caused the thought in the latter's mind to become a dealer in grain. At any rate, the fact remains that Sam Finney, member of the Chicago Board of Trade, has been in grain his entire business life thus far, and the connections which he has made will undoubtedly keep him connected with the grain trade for the rest of his business years.

Mr. Finney's offices are at present in the Rialto Building, but being in a state of progression (he calls it a progression), he will move on May 1 to room 48 Board of Trade Building, where he will be close to 'change and where he has fitted up a very handsome suite of rooms for himself, his help and the convenience of his customers.

The elevators which Mr. Finney operates are at Finney and Attica, Ind. He also does a general commission business in grain and provisions and has attracted very many patrons through his close attention to their interests.

The employees' habit of appropriating and selling bags to the junk dealers has compelled the hay and feed dealers of Brooklyn to organize the Long Island Retail Hay and Grain Exchange. The purpose is to put a stop to this kind of thieving by perfecting a system of identification and recovery.

ST. LOUIS WEIGHTS.

[A paper by Wm. B. Harrison of St. Louis, read at the meeting of the Grain Dealers' Union held at Mexico, Mo., on March 29, 1904.]

This is an eventful period of the American people. The world has its eyes and mind on the United States and everything centering on St. Louis. Hence I deem it one of the greatest of honors to be delegated by your committee of arrangements, at the closing business hours of this convention, to stand as a representative of St. Louis, the much-talked-of metropolis of the Mississippi Valley. St. Louis is not only being talked about in reference to her great international exposition, which bids fair in the excellence of the preparations to excel all other efforts in our own country as well as foreign, but she is talked about on account of her financial stability. St. Louis alone has raised unaided more than \$10,000,000, and with the help of grand old Missouri she has subscribed and will have paid more than \$11,000,000 toward the success of the great fair when the gates are thrown open on April 30. But this is only a part of the great things being done in St. Louis.

She is talked about for her magnificent manufacturing enterprises, exceeding all other cities in the United States or in foreign lands, in her shoe factories, woodenware and hardware stores and breweries. Her Eads Bridge has never been excelled in its beauty and giantlike proportions. Her Union Station is beyond comparison with anything of the kind in the world. And this is not all. St. Louis is being talked about for the rapid strides that have been made in the past three years in her improved methods of weighing and handling grain in and out of St. Louis.

I was identified with a St. Louis firm that handled the first car of bulk grain shipped to St. Louis (in 1868, by a grain firm in St. Joe). The grain had to be sacked in the car and weighed on portable scales, as no bulk grain wagons were then in existence. The conditions to-day show very much improvement in the handling of grain; yet I do not regard the perfection attained equal to the improved methods in other lines of merchandizing, and it is this condition that brings me before you to-day.

The St. Louis Merchants' Exchange is more than anxious to place the grain trade of St. Louis in just a little better position than any other market, and we who are familiar with local conditions are satisfied we now rank with the best. Since the setting aside of \$10,000 annually by the Merchants' Exchange to supply any deficiency that may occur beyond the actual revenue, the Weighing Bureau, who are active business men of the Exchange, hold from one to four meetings each month for conference over the conditions, and to guard against irregularities or defective methods. In addition to having all wagon scales under our control and employing men well adapted by experience for this service, and discharging all incompetent men, we further have private detectives with policemen's authority to see that all cars are properly cleaned, no grain wasted and car doors closed and locked at night. And while this service shows a loss to the department, it has proven a most satisfactory improvement. We have made quite a number of arrests and secured some imprisonments for stealing grain from cars, and while this system may be further improved, we are learning by experience.

The elevators and warehouses in St. Louis are all under our supervision, except one private elevator. In East St. Louis we only supervise the private elevators, mills and warehouses. We do not have access to the three public elevators in East St. Louis, nor the Montgomery Elevator, they denying us this right under authority of Illinois Railroad and Warehouse Commissioners. We hope to be able to show the Commissioners later that we could best serve them and shippers to East St. Louis by our admittance to all public and private houses.

The time is now opportune, and every grain

shipper should come to the help of the Weighing Bureau and instruct his commission merchants against selling his grain on weights beyond East St. Louis, possibly excepting Louisville business and export grain, as the service on this shipping does not allow elevation. But on all grain destined southeast the elevation is $\frac{3}{4}$ c. per 100 pounds, and $\frac{1}{2}$ c. per 100 pounds switching is absorbed in balance of the rate. Hence no advantage is gained in shipping grain to be weighed at destination, as it must be apparent to every shipper that the only reason why the destination buyer is ready and anxious to pay a premium of $\frac{1}{2}$ c. to 1c. per bushel on destination weights is simply their own advantage, as they will pay on their own weights by their own hired help.

The grain while in transit is subject to leakage and waste, and it is not unusual that the grain is delayed at connecting terminals at East St. Louis in being transferred to system cars. Further, it delays the commission man in making the prompt returns that would be made if the grain is sold on St. Louis weights and supervised by the Weighing Bureau of the Merchants' Exchange. Our own experience is convincing that weighing of grain is subject to many unreliable scales, even in our own town, and we do not believe that smaller markets have the same facilities for guarding against unreliable scales. Only during the present month have we been able to condemn the scales of one of the largest manufacturing plants in St. Louis. The scales in question indicated a uniform shortage of from 400 to 600 pounds per car, and after most careful test the owner of the plant requested most thorough investigation, which proved to the maker of this pair of scales that the beam was defective. This has been corrected, and it is a great relief to the owner of the plant and to the seller of all grain destined to this consumer. Hence we again recommend to you as shippers that you insist that all of your grain and hay shall be weighed under the supervision of the St. Louis Merchants' Exchange, as we have nine wagon scales under our supervision in St. Louis and two in East St. Louis, and all of these goods under the special watch of our secret police service.

Since the inauguration of this method our complaints are very small indeed on short weights, as these watchmen have special instructions to see that all cars are entirely emptied of their contents and to guard against any wasting of grain in loading into wagons, and all teams are watched to the scales to be weighed. But these conditions do not always show a satisfactory outturn, and the fault is not with terminal service. During 1903 our Weighing Bureau supervised 22,517 cars of grain. In this lot 2,739 cars were leaking at the grain door, 266 cars leaking at end window, 1,553 cars leaking at the boxes, 211 cars leaking over grain doors and 2,450 cars without seals. During January, 1904, out of 3,755 cars supervised at elevators, mills and yards, 407 had leaky doors, 29 were leaking over grain doors, 387 had leaky boxes, 29 leaked at windows and 120 were without seals. During February, out of 2,860 cars supervised, 149 were leaking at doors, 23 over grain doors, 119 had leaky boxes, 29 leaked at windows, 316 were sealed on one door only, 79 were without seals and 100 had windows not sealed.

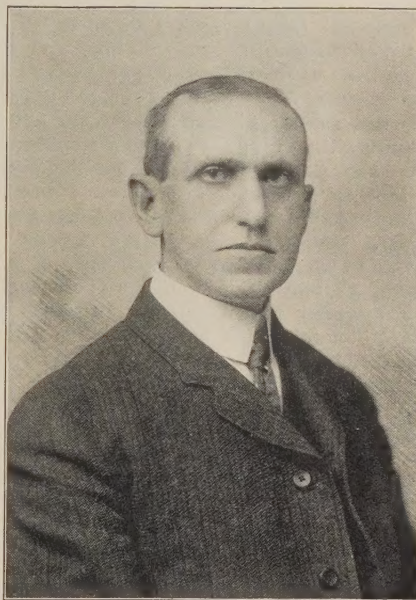
This is indisputable evidence that proper precaution is not observed by shippers in fully equipping cars before starting the grain toward its journey's end. A timely suggestion right here is for the shipper to see that all cars are properly coopered before using for bulk grain.

The commission men of St. Louis are anxious to receive your grain and hay shipments. They are the best men in St. Louis. They are anxious to make you the largest showing for your consignment and quick returns. But this cannot be done on outside weights; hence it is up to you to instruct them to weigh all consigned grain in St. Louis. It will save you money, and St. Louis will fully appreciate your endorsement of her improved methods by ordering St. Louis Merchants' Exchange weights.

The only solution of terminal weights, in my judgment, is for every terminal railroad to own elevators with wagon-track conveniences. The St. Louis Merchants' Exchange Bureau of Weights last year paid out \$6,000 in excess of its revenue to protect your interests, and is ready to pay \$10,000, if necessary, to further give you every protection that can be placed around your shipments, and you should have your legislators see to it that every grain road has its own elevator, or delivers grain to some elevator without cost to the shipper, and this should only complete the contract to deliver the grain at terminal markets. This \$2 charge for reconsigning per car of grain, ordered after reaching St. Louis, is the biggest hold-up of the twentieth century, and it should be stopped by legislation. You people of Missouri, who are free from the boddler and Indian methods, should assume the control of our state government and see that all are permitted to enjoy the rights of the free American citizen.

J. E. SEAVER.

J. E. Seaver, who was recently elected president of the Kansas City Board of Trade, has been identified with that body since 1878, and, like all men who have so long "had a stake" in the institution, he



J. E. SEAVER.
President Kansas City Board of Trade.

feels a natural pride in the present volume of its business.

For this last he himself is in no small degree personally responsible, and as vice-president and general manager of the Midland Elevator Company (Peavey—Pv—System), operating fifty-five elevators on the U. P. R. R. in Kansas and a 1,000,000-bushel elevator in Kansas City, he is conspicuous as one of the big men of the grain trade both of Kansas City and of the Southwest.

OATS IN KANSAS.

Kansas has no less than twenty-six counties that commonly produce no oats, while the entire state grows rather less than it requires for its own use. There are two oat belts in the state, the first being located on the extreme east, a strip about two counties wide beginning at the state line, the extreme southeast corner being the most productive. The next three tiers of counties raise only a few oats; then comes a strip, about two counties wide, running clear across the state from north to south, that is quite productive, the remainder of the state yielding but few oats. The principal oat belt extends from Cowley and Sumner Counties on the south to Jewell and Republic on the north.

Professor Carleton, cerealist of the U. S. Department of Agriculture, who has recently

made a report on oat culture in Kansas, says that the Kansas farmers have shown an increasing disposition to discard all spring sown grains, because of the danger to them from hot weather. He says this danger can be overcome by a more careful selection of seed oats. The Texas red oat is at present the variety commonly grown in the state, but it is doubtful if this is the best variety for culture in this state.

OAT PRODUCTION AND PRICES.

The continued high range of oat prices for the past three years invites an analysis of the situation. In 1900 the average price of cash oats of contract grade in the Chicago market for the year was 22 cents. In 1901 it advanced to 32 cents; in 1902, to 37 cents, and in 1903 was 36 cents. For the four years 1897 to 1900, the price in the same market was reasonably uniform and averaged a fraction under 22 cents. That this sudden and apparently permanent advance is not the result of local causes affecting market conditions is evidenced by the fact that the same change is shown in the average farm price as reported by the Department of Agriculture in December of each year. The average farm price for the four years 1896 to 1899 inclusive was 22.6 cents, against 25.8 cents in 1900, 39.9 cents in 1901, 30.7 in 1902, and 34.1 cents in 1903.

Such a radical and sustained change in values of a farm product is necessarily the result of some strong, underlying cause, says the Country Gentleman. In this case the cause may be readily ascertained. It is a case of consumption having overtaken production. During the decade ending with 1890, the most striking feature of our agricultural development was the great increase in oat acreage, from 16,144,000 acres in 1880 to 28,320,000 in 1890, or 75 per cent. During this time corn only increased 15 per cent and wheat actually decreased. In spite of an oat crop at the close of the decade double that at the opening, farm and commercial prices averaged higher, showing that requirements keep pace even with an increased production as rapid as that recorded.

The next decade, ending with 1900, was remarkable in the other direction. The oat acreage was almost stationary, increasing only 1,200,000 acres in ten years, or 4 per cent, while corn was increased in breadth by 32 per cent and wheat by 56 per cent. In fact, if the comparison be carried up to 1903, it will show an oat acreage in that year 700,000 acres smaller than in 1890. By whatever standard of comparison it be measured, whether per capita of population or of animals that are oat consumers, the land devoted to oat culture is now smaller than in 1900 and radically smaller than in 1890. The oat supply, when measured by the standard of consuming power, has materially decreased during the past ten years.

Careless statements are occasionally current, attributing decreased interest in oat culture to the "passing of the horse" through the substitution of mechanical for animal power in street and road traffic. First it was the bicycle, and later the automobile that was to do away with the horse and consequently shorten the use of oats, but both ideas are equally fantastic. The substitution of electricity for horsepower in street railway transportation is now complete, but its effect upon oat consumption is too small to notice. Only some 10 per cent of the horses of the country are in our cities, and but the merest fraction of these can be affected by any probable change in motive power. There are now more animals to be fed, even in our cities, than ten years ago, and there seems no ground for figuring any diminishing demand for oats.

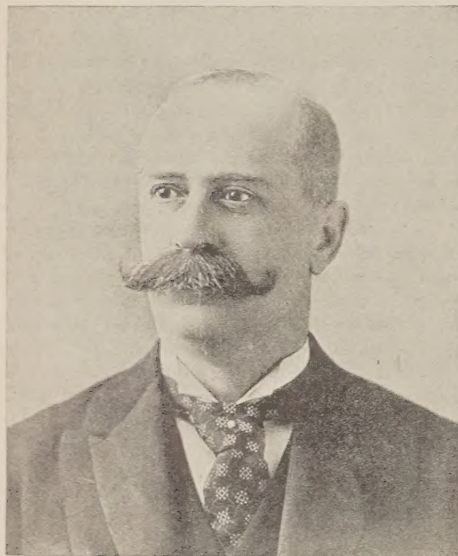
The comparative shrinkage in oat acreage during the past decade is undoubtedly due to the increasing practice of crop rotation. The important oat states and the corn belt are co-extensive, and in planning the major crop the minor one has become more and more merely an incident in the preparation of the soil for the corn crop. In this belt it was but a few years since that rotation

practiced at all was at most two or three year rotation, using only corn and small grains. Under the teaching of science, backed by practical experience, we have now a longer scheme of rotation, in which grasses and legumes receive their turn, mainly at the expense of the small grains, oats and wheat. As everything is done to increase the corn crop, the natural result is a decreased proportion of the rotated area for oats, in order that grass, clover, etc., may be given a turn.

The wisdom of systematic crop rotation and the advantage of a long rotation are unquestioned but the records of prices show that in the average rotation now practiced oats are given insufficient consideration from the standpoint of farm profits. The wisest agricultural practice is that which grows crops in proportion to the demand which exists for them, and the present breadth of oats is too small in proportion to the demand that exists and prices that obtain for the staple crops of the great central valleys. Good practice dictates such a change in the scheme of general rotation as will afford to oats a relatively larger proportion of the area in crop distribution.

CHAS. COUNSELMAN DEAD.

Charles Counselman, whose name had been for many years one of the most conspicuous in the



THE LATE CHAS. COUNSELMAN.

grain trade of Chicago and the West, died on March 20 at Virginia Hot Springs, after an illness of some four months of Bright's Disease. The remains were brought to Chicago and buried from his late residence in Oakwoods Cemetery.

Charles Counselman, the son of an old Maryland family, was born at Baltimore on Christmas Day, 1849; was educated in that city; and studied law under the late Judge Howard. His hard work as a student brought him only poor health, and, abandoning the law, he came West, on the advice of his physician. On reaching Chicago in 1869, he was employed in the commission house of Eli Johnson & Co. for a short time before going to Chase, Hanford & Co. to sell oil on commission. The foundation of his fortune was earned selling oil from wagons, the profits of which he put into a Board of Trade membership and commission business (1871). This business grew very rapidly and was very profitable, and within a short time had offices in all the great grain markets of the country. The elevator interests of Charles Counselman & Co. were concentrated in the Rock Island System, the Counselman and Rock Island Elevators in Chicago being the assembling houses for about 150 stations in Illinois, Iowa, Kansas and Nebraska. His home offices were located in the Counselman Building, one of the first of the modern fireproof office buildings of Chicago, which he erected in 1884.

Mr. Counselman married Jennie Elizabeth Otis, daughter of the late Judge Lucius B. Otis, on

October 7, 1875. Mrs. Counselman and two children, Edith and Charles Jr., survive him.

In accordance with a provision of his will, the brokerage business of Charles Counselman & Co. will be continued by the surviving partner, Henry D. Sturtevant, and the elevators at Chicago will be operated by the Chicago Grain and Elevator Company, as before Mr. Counselman's death.

The estate of Mr. Counselman is valued at about \$2,410,000: Personal property \$1,930,000, and the real estate \$480,000. By the terms of the will the widow and two children receive almost the entire estate, a brother in New York receiving \$10,000.

AFTER DUMMY ROADS.

The order of the Interstate Commerce Commission to roads operating east of the Mississippi River to file, during March, statements in writing, to show the names of all connecting roads and the points of connection, and exchange of traffic agreements therewith, is expected to have brought forth some data with reference to suspected violations of the Elkins Law against discriminations in favor of individuals.

Some of these connecting roads (?) are merely switch tracks, like the following, near Chicago: Illinois Northern and the Chicago, West Pullman & Southern (serving two branches of the International Harvester Company); Waukegan & Mississippi Valley Railway (serving the plant of the American Steel & Wire Company); Bedford Stone Railway Company (serving the plant of the company by that name); Chicago & South Bend Railroad (serving the Studebaker plant); Manufacturers' Railway Company (serving the Anheuser-Busch Brewing Association of St. Louis); Oberlin & La Grange Railroad (serving the Cleveland Stone Company). Although rate favors are supposed to have come to an end with the requirement of publication by all railroads operating between states of their rates for freight between all points on their lines, yet this belief is said to be "a fiction that obtains only with the uninitiated." There are several ways of circumventing the purposes of the act that requires the publication of rates, and it is thought that some of the railroads of the country may have found a way out of their troubles with the law by making traffic agreements with these really dummy companies (which exist at all great terminals), which amount to cuts of the rate.

The procedure in a supposititious case (for at this writing violations are only suspected, not known or proven) is simple. A Washington correspondent in touch with the Commission explains. Let it be supposed that in a certain city there are six lines

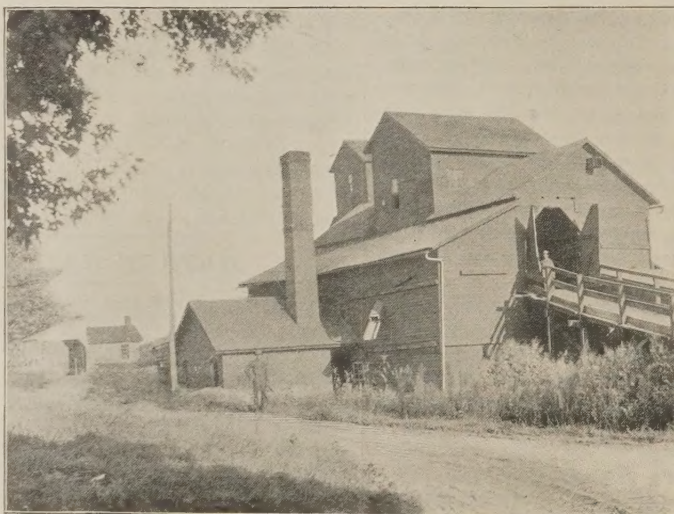
and no less, no matter which of the six lines he may select for the work. That is fair competition, and when carried out according to the plans is according to the letter and spirit of the law. But suppose that a manufacturing company is established in one of the cities, and suppose that this company organizes a railroad of its own, having different officers than the manufacturing company, of course, but with the stock of both in the same hands. This railroad is not organized or built for the purpose of carrying freight between the two cities, but for the purpose of delivering it from the factory to one of the competing roads, all of which it crosses in its course from the factory to its terminal. The switching charges, let us suppose, as regulated and published, are \$3 per carload of freight delivered to any of the roads, this charge collectible from the flat rate of \$1 a hundred that obtains between the two cities. It is naturally to the advantage of all of these competing lines to get the traffic from a large manufacturing concern, and there must be some way in which to get it save by waiting for it to come. A live traffic manager would soon see his way to offer to the belt line railroad which crossed all the competing roads' tracks a better plan of payment than the \$3 rate per carload. He might offer instead to give the belt line a rebate of 25 per cent of the flat rate of \$1. Belonging to the manufacturing company, a payment of this sort to the belt line railroad would amount to a direct rebate to the shipper, because the rebate would go to the latter as owner of the belt line railroad.

If such a system were operated, it follows that the object of the law is defeated, and it is to determine if things of this sort exist that the Interstate Commerce Commission called upon the roads to file the names of their connecting lines and points of contact, as well as a statement showing if they have been in the habit of making terminal or connecting allowances to lines which deliver the traffic.

SOME McFADDEN ELEVATORS.

The business of McFadden & Co., the well-known grain dealers of Havana, Ill., operating elevators in Mason, Cass and Menard Counties, was founded many years ago by H. W. McFadden, whose sons are now the "Co." of the business. Their Havana house, on Illinois River, was illustrated in these pages in July, 1901, and herewith we are privileged to show three more of a baker's dozen, more or less, of the minor houses of the firm.

Of course a firm of the business age of McFadden & Co. have some "old-timers," and of the three



McFADDEN & CO.'S TEHERAN ELEVATOR.

of railway competing for business to another city 500 miles distant. The published rate per hundred is, let it be assumed, \$1. That means that every manufacturer or merchant shipping his wares between the two cities will have to pay \$1, no more

elevators shown herewith, two—those at Teheran and at Kilbourne—are of that class. The house at Kilbourne is especially interesting, as here was put in the first grain dump ever used in an elevator. This was in 1871, thus antedating all grain

dump patents. This house is a crib elevator, with bins 32 feet deep, and two elevator legs with 5x10-inch cups. Two dumps, holding 700 bushels each, are fitted with a Constant Conveyor. They are in the ground and were made of Portland cement. Farmers, therefore, do not have to drive up an incline, which is so objectionable to some. While it is not one of the best of the firm's houses, it is nevertheless very convenient for the rapid handling of grain. It has also a grain cleaner and car loader.

The house has also a 12-horsepower engine and 20-horsepower boiler, with brick stack, and a Fairbanks Hopper Scale; and can receive grain and

ASSOCIATION WORK FROM A RECEIVER'S STANDPOINT.

[A toast, responded to by M. L. Vehon of Rosenbaum Bros., Chicago, at the banquet of the Grain Dealers' Union at Mexico, Mo., on March 29, 1904.]

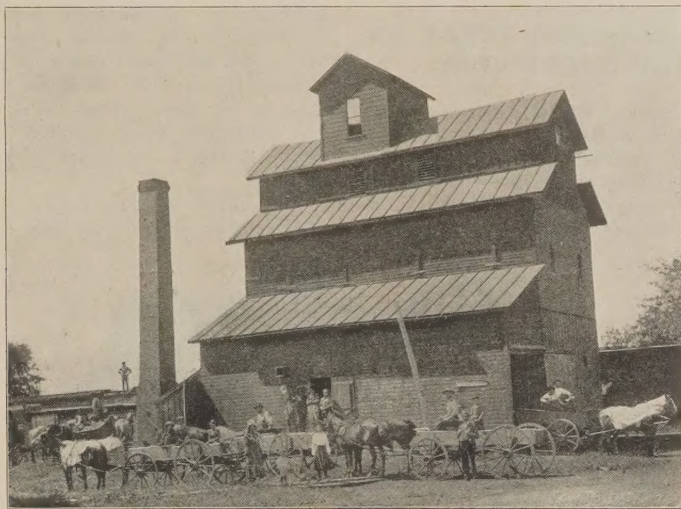
While I do not believe a receiver's view of the benefits derived from association work differs materially from yours, yet, at the same time, I believe he is in better position to observe more keenly the direct and indirect results accomplished in different sections of the country by various organizations.

A few years ago dealers all over the country were continually fighting, attempting to down each

self to a higher level in his community. Before the grain buyer had a stated margin to buy on and an assured profit on the day of purchase, it was all war at his station, not only with his competitors and irregular dealers, but the banker did not feel justified in loaning him money. When cars were scarce and grain was being delivered freely, he was therefore compelled to ask his commission men to advance him money in order to keep his business going, thereby obligating himself to ship his grain wherever the commission men dictated, whether it showed a profit or loss on his books. At the present time, when dealers are all working in harmony with each other and are buying on a legitimate and business-like basis, assuring themselves of a profit, the banker, knowing the dealer is doing a safe business, is willing to come forward and advance him money at a reasonable rate of interest, thus allowing him the privilege of shipping his grain to whatever points he thinks will benefit him the most.

Dealers all over the country have prospered, inasmuch as elevator property has increased in value from 40 to 60 per cent, and in some instances 100 per cent. Not alone this, but elevators that were idle or posted for sale now find ready occupants, and a newcomer finds it very difficult to locate at a good grain station. As an instance, in a certain section in the state of Illinois a party was asked to sell his elevator and he responded that he was doing a good business and making money; therefore he did not wish to dispose of his property. The prospective buyer, however, insisted upon him setting a price and he said: "I will make the price so high that he will not be able to buy it," and he made a price double the actual cost. To his surprise his proposition was accepted and the transfer made. Then, again, early last spring, a party in Dakota built a new elevator which cost him \$4,700 and later in the fall he sold the same at a profit of \$2,000. This can be attributed to association work only, for at these same stations, before associations were thoroughly organized, dealers were doing business on a very small margin.

It is not only being a member of an association that accomplishes results, but it is the attending of the meetings and the lending of your assistance when needed; also the interest you show in



McFADDEN & CO.'S KILBOURNE ELEVATOR.

put it away with one leg and load with the other. A Reynolds Car Loader is in use. One man can run the whole house, as there is a 9-foot working floor under all the bins (which are hopper-bottomed). There is crib capacity here outside of the elevator for 35,000 bushels, while the elevator itself will hold about 12,000 bushels.

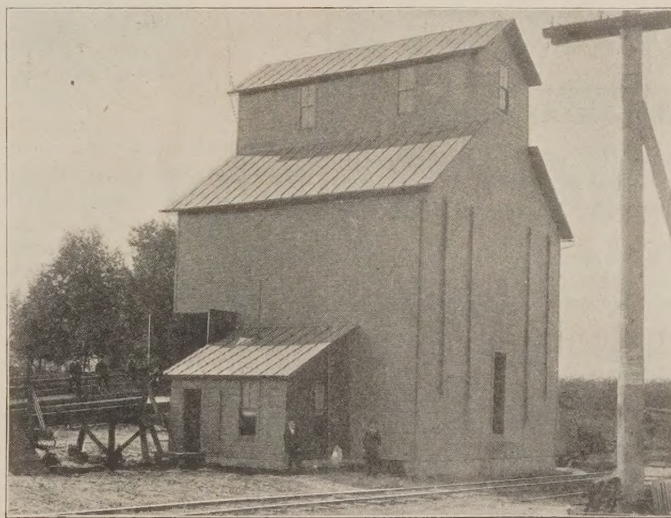
The elevator at Teheran also is an "old-timer," made of studding, all bins hopper-bottomed. It has two dumps, besides two holes to scoop out of. It is 20x60 feet in size, with engine room of brick and brick stack and fine 20-horsepower engine and 25-horsepower boiler. This house has a good No. 2 Moline Sheller and Cornwall Cleaner. There is only one leg in this house (6x14 cups), but it has a Reynolds Loader. The house holds about 16,000 bushels, with oats capacity outside for 20,000 bushels more and ear corn capacity for 35,000 bushels.

The Bishop house is built for handling only shelled corn and small grain. It is 30x30 feet on the ground, all hopper-bottom bins, with a good cupola and Clipper Fan. It is fitted with one leg, with cups 5½x10 inches. The power is a 10-horsepower Havana Gasoline Engine. The bins are 32 feet deep, and the house is a crib, built of 2x4 studding. The capacity of this house, with dumps, is 22,000 bushels.

The business done at Teheran by the firm named is about 175,000 bushels annually; at Kilbourne about 150,000 bushels, and at Bishop about 135,000 bushels.

Almost every year at this time there is, as now, talk of a late spring, yet records will show that when the price was an object it has invariably been possible to get an abundance of new oats to market in July, excepting when bad weather prevailed during harvest time. In 1899, for instance, seeding in Illinois, Iowa and Nebraska was delayed by a very wet and backward season until past the middle of April. Nevertheless, Chicago received over 1,600 cars of new oats in July that year and the price finished at the very bottom—20½c. Last year was another illustration. The outcome of the crop and the price for July oats will depend on the weather after the middle of April.—Edward G. Heeman.

other with every bushel of grain purchased, disregarding the quality and not taking into consideration what the grain would sell for at a terminal market; the mere object being a selfish one, and that was to buy all the grain offered at his station. Not alone this, the dealer would buy at other stations where he had no facilities for handling grain, but would shovel it into the cars as purchased. At almost every station where regu-



McFADDEN & CO.'S BISHOP STATION ELEVATOR.

lar dealers had money invested in elevators, irregular dealers and scoop shovelers were continually annoying them, and there were from one to two scoop shovelers at every station. Association work has done away with all this agitation at stations where associations have been organized, and perfect harmony prevails. Less than 10 per cent of irregular dealers are now shipping grain, as compared with a few years ago. A system has also been adopted whereby all dealers are now buying on a uniform basis.

And since the dealer has been doing business legitimately and harmoniously, he has not alone benefited in dollars and cents, but has raised him-

self to a higher level in his community. Before the grain buyer had a stated margin to buy on and an assured profit on the day of purchase, it was all war at his station, not only with his competitors and irregular dealers, but the banker did not feel justified in loaning him money. When cars were scarce and grain was being delivered freely, he was therefore compelled to ask his commission men to advance him money in order to keep his business going, thereby obligating himself to ship his grain wherever the commission men dictated, whether it showed a profit or loss on his books. At the present time, when dealers are all working in harmony with each other and are buying on a legitimate and business-like basis, assuring themselves of a profit, the banker, knowing the dealer is doing a safe business, is willing to come forward and advance him money at a reasonable rate of interest, thus allowing him the privilege of shipping his grain to whatever points he thinks will benefit him the most.

To become a good association member you must treat your competitor with full justice, and should he at any time in your estimation break any rules of good faith, it is your place to go to him and demand an explanation, and between yourselves then and there settle your grievances, instead of entering into a long controversy with his com-

mission men and trying to boycott him in his struggle of life. Settle your grievances among yourselves and keep them within your association. Do not bother the receiver except as the last resource. The receiver is too often called upon to settle grievances of the country grain dealer where he has no interest whatever. Private settlements are becoming very popular and satisfactory and it is advisable for all to adopt the same method.

The receiver is in good position to see where the grain dealer has suffered great injustice in many of the markets in regard to inspections and weights, which is such an important question at the present time; also doing business with unscrupulous handlers of grain who are not members of any association or exchange, and the discrimination made by the railroad company as to rates and the furnishing of empty cars, some of which are unfit to carry grain.

Another abuse is the breaking of seals by samplers, which railroad officials fail to replace, and which opens the way for grain to be stolen from the cars without any record. These conditions, however, through the efforts of the Grain Dealers' National Association, have been greatly relieved. The individual would have been powerless to gain even the slightest concession were he not associated with probably five thousand other dealers, which as a body combined in an association has strength and weight in all these matters and can demand your rights; and those who are the direct cause of these abuses will respect your demands.

On the other hand, associations have helped receivers by routing out unscrupulous dealers who would not hesitate to take advantage of them whenever the opportunity offered, some by not living up to contracts and others by overdrawing on shipments made them and then refusing to pay the difference. The arbitration committees and the secretaries of the different associations have made these unscrupulous dealers pay up, arbitrate or go out of business.

The receiver has always been willing to, and does at the present time, cooperate with and assist the grain dealer in the country. However, the dealers are not always willing to cooperate with the receiver. Reputable commission houses favor association work, and if the associations will stay within the prescribed field, receivers will come forward and gladly do all in their power to assist them.

PHILADELPHIANS PLAY.

The annual banquet of the Philadelphia Retail Feed and Grain Dealers' Association was given at the Alexis Club on March 24. About 175 persons were present.

Samuel L. McKnight, president of the association, was toastmaster. Mayor Weaver was the most distinguished guest and speaker present. He said in part:

"One of the very best things that men in any profession or trade can do is to organize. In these days of competition organization is admirable. Organization is good, not if it does away with all competition, but if it does away with cut-throat competition. An organization that fosters cut-throat competition is not a good thing. An organization that forces prices to a minimum for the purpose of coercing its competitors into it is not a good thing. Such an organization is apt to lower its prices to such an extent that its policy necessarily becomes that of the grocer who puts sand in his sugar in order that he may sell it profitably at a lower price than that demanded by his competitors.

"Every man in every trade is entitled to fair profit. The great American idea is that while you have a right to live every other man has an equal right to do the same. Live and let live, that should be the policy of every organization, big or little. It is not the function of an organization to force its competitors out of business. I think that if any man or group of men tried to drive me to do a thing that I did not wish to do I should never be

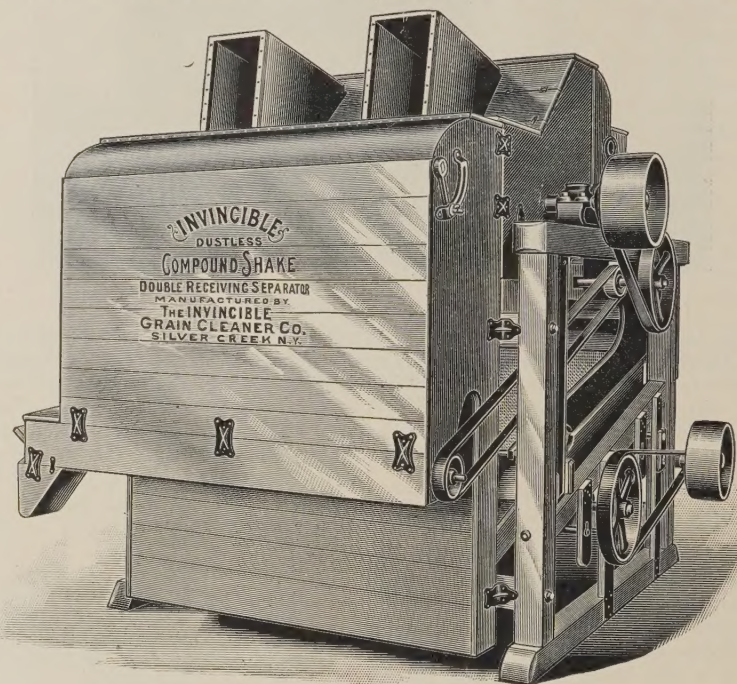
driven. We have seen recently the danger of a big billion-dollar combination. We have seen the highest court in the land condemn such a combination. Such combinations are not made for the welfare of the individual but for the destruction of the individual. We have gladly seen the federal government take hold of such things and declare that they shall not be."

Other speakers were: Penrose A. McClain, Robert Grier and Walter F. Hagar.

The dinner was in charge of Vice-President Winfield S. Woodward, Secretary Edmond J. Shaunce, Treasurer Frank Richards and a committee consisting of Louis W. Schall, George B. Moore, August Fertig, Calvin B. Horner and Penrose A. McClain.

COMPOUND-SHAKE DOUBLE RECEIVING SEPARATOR.

The Invincible Grain Cleaner Company of Silver Creek, N. Y., are constantly designing new forms to improve their machines in order that these may do their work in the most satisfactory and economical manner, and at the same time meet all the changing and exacting requirements of the ele-



COMPOUND-SHAKE DOUBLE RECEIVING SEPARATOR.

vator and grain trade. In this spirit they have brought out their latest novelty, their Compound-shake High-grade Double Receiving Separator, illustrated herewith. It is a popular machine with all users, as it stands perfectly still and quiet under motion and requires but very little attention. The shoe, or shaker, is made in two parts which counterbalance each other, each part having a separate eccentric driven from the same shaft, and one part of the shoe moves in one direction, while the other part moves in the opposite direction, making, as will be readily observed, a complete counterbalance and doing away with all shake and tremble of the building. It will also increase the capacity of the separator. With the wide shoe the machine spreads the grain evenly and delivers it to the wide separator trunk.

The machine has its automatic feeding arrangement, a simple device which adds to the economy of the machine. It has two fans and is fitted with special traveling brushes under the cockle screen (to keep it free and prevent clogging), which are furnished if desired. It also has conveyors under each tip to conduct the screenings to either side of the machine as may be desired.

Like all other machines of the Invincible Grain Cleaner Company, it is built under personal supervision, of high-grade materials, in a first-class and workmanlike manner. It is offered to the trade as a "cleaner that cleans" with minimum power requirement, and which can be depended upon to do

the work of a separator as it should be done. It has already been introduced in several large elevators in this country and abroad with the most satisfactory results. Complete information and a list of users will be sent on application to the manufacturers.

FARMERS' GRAIN DEALERS' ASSOCIATION.

At the second annual meeting of the Illinois Farmers' Grain Dealers' Association, held at Bloomington on March 22, the following officers were elected: President, Lee Kincaid, Athens; first vice-president, F. B. Hougham, Howard; second vice-president, W. H. Graham, Fancy Prairie; secretary, J. H. McCreery, Mason City; treasurer, J. B. Abbott, Mason City; directors, A. Tomlin, Mason City; G. W. Freese, Deer Creek; Richard Leaverton, Chatham; Thos. Lamb Jr., Bement; G. W. Kings, Kings; J. H. Miller, Galva; M. A. Adams, El Paso.

The reports of the secretary and treasurer, not made public, are said to have stated that in the

past year the number of farmers' elevators in Illinois has tripled, and that this association of farmers' elevator companies had a balance in its treasury, with all bills paid.

The proceedings took place behind closed doors and only two of the speeches have been reported in any form—one by George H. Maxwell of Boston, whose subject was "Coöperation Among Producers." Mr. Maxwell is the editor of various papers published for farm circulation, and the character of his argument may be seen in the very brief synopsis following, taken from the Bloomington Bulletin. Brief as it is, it is hardly necessary to print more to disclose its specious sophistry:

"The title was really but a single phase of a great subject, which, after all, was the foundation of the solution of all the great social problems that now confronted the American people," said Mr. Maxwell. The land, he said, is the source of all wealth, and when the problems of distribution and of its products are worked out by coöperative methods, and the men who tilled the land have learned to get the best results from it by the application of scientific methods of agriculture, the farmers as a class would be free from all possibility of apprehension by any trust or combination of any kind. He said he had little sympathy with the wail that any American farmer could be oppressed. All they need to do is help themselves and do things for themselves. So far as the middleman is unnecessary he should be eliminated. There is

no more reason for his existence than there is for the ox team where there is now a railroad.

"Mr. Maxwell traced the growth of cooperative organizations among producers for the last thirty years, especially in California, his native state, where he said the fruit crop of the state is now largely marketed through cooperative associations of producers.

"He outlined the principle which he said should underlie the social structure. He said it was individual ownership of property and of production but cooperation in acquisition and disposition; that is, the farmer should cooperate in buying all he needs to buy and in selling all he needs to sell, but the work of production should be done by each separately and individually. Cooperation should never be carried so far as to destroy the stimulus to individual ownership or the personal ownership of the home or farm from which his labor produced his livelihood.

"Mr. Maxwell went into the question of the social problem of to-day and worked out his argument that education and cooperation are the watchwords of a new faith which is growing rapidly into a movement which would solve the most vexing and difficult social problems of to-day and do so by a perfectly natural and practical process. Evolution and not revolution, he declared, is the way we are going to solve all our social and economic problems in the future."

Mr. J. W. Hastings of New Orleans, of the J. W. Hastings Commission Company, Limited, commis-

J. C. KOEHN, POTOMAC, ILL.

The elevator shown in the accompanying engraving, located at Potomac, Ill., and owned by John C. Koehn, is strictly a plant for business. It has no architectural frills; but just before one reaches the long corn crib seen in the right foreground (being one of two large cribs) he passes the office, a neat and well-furnished one-story frame building standing at the corner of a well-shaded street, and itself in summer all but hidden under the foliage of one or more beautiful trees standing behind it.

The elevator is 22x50 feet on the ground and 36 feet high to the eaves, or 55 feet to top of cupola. It has six hoppers, holding 26,000 bushels; two dumps for small grain or shelled corn and one for ear corn; a Western Corn Sheller and Cleaner of 400 bushels' capacity per hour, and two loading spouts at each end of the building, taking grain from the heads of the two stands of elevators, so that two cars may be loaded simultaneously.

To the left of the driveway shed is another building which plays an important part in the economy of the business. It extends along the full length of the elevator, 50 feet, and is divided into three departments. First, is a room 18x30 feet in size used as the mill and feed department. It contains a 22-inch Nordyke & Marmon Co.'s French Burr Mill and the necessary bins for ground feed and cornmeal. The next, or middle, section is the engine room, containing a 20-horsepower Witte

representatives at Fort Worth recently looking over the ground for a site for a grain elevator and it was announced that a site had been selected and that work on an elevator would be commenced about the middle of the month. This elevator will be located near the Cotton Belt and Frisco tracks and would have a capacity of between 75,000 and 100,000 bushels.

PITTSBURG GRAIN DEALERS.

The Pittsburg Grain Trade Association has applied to the local courts for a charter. The stated objects of the corporation are the protection of its members against unjust exaction by carriers and warehousemen and others; the spread of commercial intelligence among its members, and the advancement of the interests of the grain business.

The members of the Association are: R. S. McCague, J. A. A. Geidel, H. G. Morgan, Robert Thorne, R. S. Martin, E. E. Austen, C. A. Foster, D. G. Stewart, Philip Geidel, D. V. Heck, S. B. Floyd, W. A. McCaffrey and N. Morton. The management is to be vested in a board of ten directors, those chosen for the first year being as follows: R. S. McCague, J. A. A. Geidel, H. G. Morgan, Robert Thorne, R. S. Martin, R. E. Austen, C. A. Foster, D. G. Stewart, J. W. Smith and Philip Geidel, the first five of whom shall hold office for two years and the rest for one year. Persons engaged in the grain and feed business are eligible to membership on approval by three-fourths of the directors.

ELEVATOR TAXATION IN NEBRASKA.

Section 66 of the Nebraska revenue law reads as follows:

"Every person, company or corporation engaged in the business of buying and selling grain for profit shall be held to be a grain broker, and shall at the time required by this act determine under oath the average amount of capital invested in such business, exclusive of real estate or other tangible property, assessed separately, for the preceding year, and taxes shall be charged upon such average capital the same as on other property. For the purpose of determining the average capital of such grain broker the county assessor and deputy assessor shall have the right to inspect all books of account and the check books of such grain broker and shall determine and fix the amount of such capital by such inspection."

This section the elevator men have objected to as double taxation. The state board of equalization, however, thinks this is an erroneous view; and in order to instruct assessors the secretary of the board has sent to assessors the following as board's interpretation of the section. It was supposed that the average capital invested would be determined by taking the average amount of grain handled during the whole year and that the assessors need not assess the grain on hand the first of April, as tangible property; but the board has decided that it means that in addition to the average capital used during the year, grain brokers shall be assessed on all tangible property on hand April 1, which includes grain as well as other tangible property. For example:

"Suppose," says Secretary Bennett, "the elevator man begins business with: Cash, \$5,000; value of elevator, \$3,500; the average capital invested during the year, \$8,500. He returns to the assessor his tangible property as follows: Elevator, \$3,500; cash in bank, \$500; grain on hand, \$2,000; total, \$6,000. This last amount returned for the value of the tangible property is \$2,500 less than the average amount of capital invested during the year, therefore the difference must be taxed aside from the tangible property. The difference then added to the tangible property in all cases would make the amount of the average capital invested and does not impose double taxation."

On March 15 only three cargoes of grain remained unloaded in Buffalo Harbor.



JNO. C. KOEHN'S ELEVATOR, POTOMAC, ILL.

sion dealers in hay and grain, talked about "The Boycott and the Remedy." He said, in part:

"I am here to see who and what you are. I have been told that anyone who was a farmer could not be a dreamer without being an irregular one. This is a question to consider just now. We are on the unfair list, and it need not be discussed. Let us just consider how to meet it.

"An effort is being made to shut us off the market. You have still better conditions than when I tried this thing. We had to contend with opposition from the railroads regarding transportation facilities and from which you are exempt. All that you have to do is to see that your grain is hauled to the elevator, and the one controlled by yourselves, if possible. Also that you secure a market for your grain. It is the time to consider this proposition now. To prevent the efficiency of the boycott placed against you, it is your duty to furnish the secretary with every letter, circular and all other documents which may throw light upon the operations of the opposition. Collect this boycott literature and let the other fellow know that you have it, and when it is necessary you will use it. When the grain receivers find that you are in a position to defend your rights, they will receive your grain. I do not want you to make a fight, but I want you to be so prepared that you can fight if necessary. I believe that this plan would open up all the markets of this country for you."

The Argo Starch Works at Nebraska City, Neb., are running at full capacity.

Gasoline Engine recently installed. The third section is used for general storage.

The elevator up to the driveway line stands on the Illinois Central Railroad right-of-way, but the land occupied by Mr. Koehn's building, including his office, is his own property, the piece being 75x255 feet. The two corn cribs are each 200 feet long by 10 feet wide and 16 feet high, having room for 16,000 to 17,000 bushels of ear corn.

Mr. Koehn was formerly located at Danforth, Ill., but in 1903 bought his present business from W. F. Cordell, taking possession on December 15 last. Since then he has increased the business at least 100 per cent, compared with its best previous record in five years, and he has every reason to expect to do well.

NEW ELEVATORS AT FORT WORTH.

The Empire Grain Company has decided to build a grain elevator at Fort Worth with a capacity of 100,000 bushels and to cost about \$50,000, says the Fort Worth correspondent of the Galveston News. "Buran House, manager of the Oklahoma Mill and Elevator Company, capitalist and a stockholder in the Empire Grain Company, was here on April 2 and in company with Mr. Kelso, local manager, looked at different locations," says the News. "Mr. House had nothing further to say than that it had been decided to erect the elevator here and that plans were now being arranged for the structure."

Two other firms from Oklahoma have also had

COMMISSION MERCHANTS AND THEIR CUSTOMERS.

[A paper by Erich Picker of St. Louis, read at the meeting of the Grain Dealers' Union held at Mexico, Mo., on March 29, 1904.]

When I accepted the invitation of Mr. Stibbens to say something about "commission merchants and their customers," I had no idea that there was so much to be said, and, finding that it will take more time than is allotted to this subject, I will mention only a few of the most important things.

There are various kinds of commission merchants. The first is the real commission merchant, whose business is receiving and selling consigned goods exclusively.

The second is the commission merchant that does both commission business and track-buying.

The third is the one who does a commission business and also an option business.

The first of these is the real commission merchant. He receives goods sent him on consignment, on which he pays reasonable drafts; makes the best sales possible; sees to it that goods are sold to parties that will give correct weights; and takes as good care of the goods as though they were his own. When he has the weights, he makes account of sales to the shipper and encloses him a check for any balance that may be coming to him. This kind of commission merchant will have to do his best on all consignments so that he will get more shipments, as that is where his bread and butter is. He will keep the customer posted on the market and will quote the market as it is and can only make predictions as to what it may be.

These predictions do not always come true; for if they did, it would be unnecessary for him to be a commission merchant—he had better speculate in futures, as he could make more money that way. Therefore, I would advise that you do not believe everything as to future prices that they will tell you. The real commission merchant makes no track bids and buys nothing in the country; therefore, you need not have fears of the goods you consign to him coming in competition with his purchases, which they must do where he does both commission business and track-buying.

The second kind is the commission merchant that tries to do a commission business, who buys in the country and makes track bids. This kind will, of course, have your goods and his own goods on hand at the same time, and, as self-preservation is one of the first laws of nature, it is only natural that he will take care of his purchases first, if there is a chance to sell only a part of what he has on hand. This is but natural and cannot be otherwise, no matter how much they may try to protect your interests.

The third kind is the one that does a commission business in the way of consignments and also does an option business. This kind is always visionary; as his greatest interests are in the option business, he, of course, watches that closest. His circulars always read knowingly as to the prospects of the market for higher or lower prices. Of course he knows nothing about what the market will be, for if he did he could get rich without customers and save all the trouble of writing fluent circular letters.

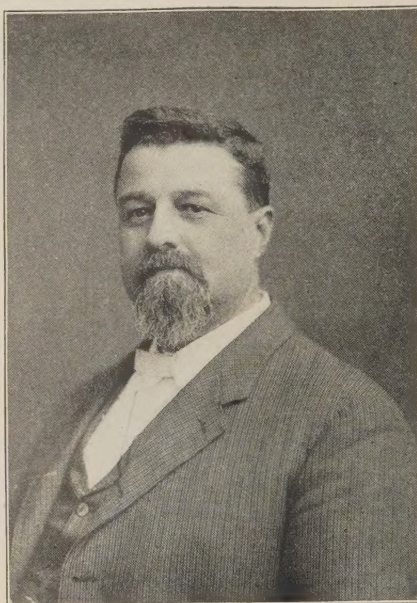
Now, as I have given you an idea of the various kinds of commission merchants, I will leave it to you to judge which one is the best for you to consign your goods to.

I shall now say something about the shippers. There are different kinds of them, as well as there are different kinds of commission merchants. One kind is the man who is legitimately engaged in the grain business, who has an elevator, a warehouse or other permanent places to do business, who is there to make a living and a little money besides. This man understands his business. He will buy his goods with a fair margin; will consign his goods or sell them, as the case might be; make a sight draft on them, leaving a reasonable margin; will tell his commission merchant exactly what is in the car, also the quality

of the goods. If the goods are poor he will know it and will not expect top prices for it, and will not do as some do who do not understand their business—ship poor goods and expect high prices, and if they do not get them, then cuss the commission merchant. This class of customers is the desirable kind—the kind that mean to do right and know their business.

We have another kind that sells everything at home, except when the market gets weak and their bids are poor; then they get scared and consign to a commission merchant; and when they do not get as good prices as they have been getting when the market was high, they will become dissatisfied with the commission merchant and think he did not do his duty.

When they consign they think that by writing the commission merchant a letter, telling him how much the goods cost, that he will strain a point to get them out, in which the commission merchant usually fails, as he cannot do impossibilities, but can get only what the market is. If this party had consigned all his goods, especially when the market was good, his net results might have been bet-



ERICH PICKER, ST. LOUIS, MO.

ter. This class of customers are hard ones for the commission merchant to please.

Then, again, there are some shippers who are distrustful of everybody. They will make consignments and draw excessive drafts, and when the commission merchant pays them he has a hard time to get the money back, because the shipper will not ship again to that commission merchant, but will try another in the same way, and continue until he is found out, when he will have to quit business. We all have dealings with this kind and are sorry for it. If we had the proper associations we would be protected from this kind, which not only are a detriment to the commission merchant, but to the honest shipper as well.

The great trouble between the commission merchant and his customers is that they do not get well enough acquainted, and for that reason I am a believer in the grain dealers' associations that meet often, at which both the shipper and receiver meet and talk matters over. In that way they get personally acquainted, and have more confidence in one another than could be gained by all the letter-writing that they can do, and I hope that these meetings will continue and come frequently, so that we may get better acquainted with one another.

Our firm has been members of the Southwestern Iowa Union since it was started and know of a great deal of good that it has done, not alone for the shipper, but also for the commission merchant. By properly working together we can accomplish

much good, both by doing away with irresponsible shippers and poor commission merchants.

There are a few things shippers should do that they often neglect. One is: Always give correct weights of your shipments; tell your commission merchant just what the car contains, as very often we can sell a carload of grain or hay at shipper's weight, if we know that we can get a sworn certificate when we ask for it, especially at this time, when it is hard to get cars and hard to have switching done. Very often a buyer will gladly take it at shipper's weight if we could give it to him. Always tell your commission merchant what is in the car, whether it is good or bad. It makes no difference, as your commission merchant will take care that you get all it is worth if he knows how to talk about it. We had a case not long ago where the shipper advised us of the shipment of a carload of hay and wrote us that it contained 22,000 pounds. We sold it at his weights. When we wrote him for a certificate of weight he sent one for 2,000 pounds more. We had a hard time to make the party we sold it to believe it, as he had already billed the car out at the original weight. This is just as bad as overbilling.

Make reasonable drafts on shipments and advise of the contents of cars, so that the commission merchant may have no hesitancy about paying drafts, as he often does when he gets a bill of lading with a draft attached and no advice of the shipment, especially when it comes from a party from whom he has never had business before. When such a draft comes in, especially if it looks high, the commission merchant will always hesitate, and if the doubt is great he will let the draft go back protested, which, of course, makes the shipper mad, and all because he did not advise in regard to the shipment.

Unless you have confidence in the commission merchant you are shipping to, I would advise that you do not ship to him, but pick out another one whom you can trust, as there are plenty of good ones that are glad to do business. Join the grain dealers' association and confine your business to members of the association.

GRAIN THIEVES CAUGHT.

It will be remembered that a few weeks ago, as reported in these columns, a pair of grain thieves were arrested at Sheldon, Ia., "red handed," charged with robbing cars of wheat. Now Sanborn, the next station west of Sheldon, on the C. M. & St. P. road, has achieved notoriety as the scene of even more ambitious thieving, the Minneapolis detectives of the company having arrested in that city a man from Sanborn, who is charged with the robbery of several thousand bushels of wheat from freight cars at Sanborn station.

The prisoner is charged with being the leader of a gang of thieves which has systematically robbed loaded freight cars of the grain and resold the grain to the owners of a local elevator. The men arrested at Sheldon were his supposed confederates; and when convicted they confessed and furnished information which led to the Minneapolis arrest.

At Galesville, Wis., the Northern Grain Company discovered they were losing clover seed, the thief having made holes through the warehouse floor and tapped the bags of seed piled in the building.

The city of Superior, Wis., is suing to collect the tax levied on grain in store in that city on May 1, 1903. The amount involved is about \$5,000, the tax on 140,000 bushels of grain. The city has never as yet collected any tax on grain stored in elevators there over winter. The elevator companies claim that as the grain is merely in transit it is not legally taxable at that point. The assessors decided not to put the property on the rolls, believing that the chance for collecting the tax would be too small. The Board of Review, however, acting under the advice of the city attorney, voted to assess the grain and appeal to the courts to sustain their position.

MONITOR DUSTLESS WAREHOUSE AND RECEIVING SEPARATOR.

That the test of time is about the most substantial recommendation that grain-cleaning machinery may have is generally accepted by those engaged in the grain-handling business. Among the machines which have proven by long use to be thoroughly up to the claims made for them is the Monitor Dustless Warehouse and Receiving Separator, made by the Huntley Manufacturing Company of Silver Creek, whose Monitor line of grain-cleaning machinery holds such a commanding place in its field.

That screen separations are largely the same in all machines is a fact that will be proven by comparison, but this warehouse and receiving separator does not depend on its screen separations for the accomplishment of most of its best work. The screen separations in this machine are as complete and efficient as it is possible to produce, but are supplemented by the wonderful Monitor air separations, which are made by perfectly controlled and powerful air currents.

Fully 90 per cent of the work of separation is carried by these air separations, leaving but 10 per cent to be accomplished by the screens. The result of this combination is a machine which its

grain by wagon from the elevator to the cars. Several months ago trouble arose between some of the members of the association, which has culminated in the filing of the petition for an order of court to the railroad to lay a sidetrack to the elevator.

SENATOR BURTON GUILTY.

Senator Jos. R. Burton of Kansas, charged with having accepted \$2,500 in five \$500 installments from the Rialto Grain and Securities Co. of St. Louis, to use his influence with the Post Office Department to prevent the issuance of a fraud order against the company named, had his trial at St. Louis, beginning March 22 and concluding on March 28, when Mr. Burton was found guilty.

"According to the statute of 1864," said Colonel Dyer, U. S. District Attorney, acting as prosecutor, "it is unlawful for any senator or representative to accept pecuniary fees for any service rendered to any person or concern in any matter in which the government is either directly or indirectly interested. The government will show that the defendant accepted certain sums of money from the Rialto Grain and Securities Co. of St. Louis for his influence in certain matters pending before the Post Office Department in which the government was either directly or indirectly interested."

Chief P. O. Inspector Cochran testified that on

visibly affected by this announcement of his disgrace.

On April 6 the court sentenced Senator Burton to six months in jail and to pay a fine of \$2,500, having overruled motions for a new trial and for arrest of judgment.

Senator Burton was elected as the successor of Lucien Baker in the United States Senate in 1901 and his term will expire March 3, 1907. He is a Republican and lives at Abilene, Kan. He is one of the younger men in Kansas politics and was arrayed with the faction which wrested control of the state organization and the national committee from Cy Leland four years ago. He is a natural orator and a college graduate, and his education was obtained under great difficulties. He is a native of Indiana and left the farm at nineteen to enter Franklin College, later taking a special course at the school now De Pauw University. He entered politics and began the practice of law in 1876 and two years later took up his residence at Abilene. His first campaigning in that state was in 1880 for Garfield. Two years later he was elected to the legislature, being the youngest member of the general assembly. In 1894 he announced himself a candidate for the United States Senate and, failing to get the caucus nomination, tried two years later for the toga worn by John J. Ingalls. Kansas went over to the Populists and he was defeated, but won in 1901 by the aid, it is now claimed, of the railroad influences of the state, and in spite of the often-repeated and by him undenied charge in newspapers in Kansas of respectability and financial responsibility that he was unblushingly corrupt. His conviction is the first under the section of the statute, which was enacted by Congress in 1864.

FORMER PRESIDENT RANDALL.

Blanchard Randall of Baltimore, who was president of the National Board of Trade during 1902 and 1903, was on March 24 presented with a silver loving cup on behalf of the National Board.

The presentation was a complete surprise to Mr. Randall, who had been asked to meet a few out-of-town friends at the Baltimore Chamber of Commerce at its closing hour. The address was made by Morris S. Wise of New York. Mr. Randall was much affected, but responded happily.

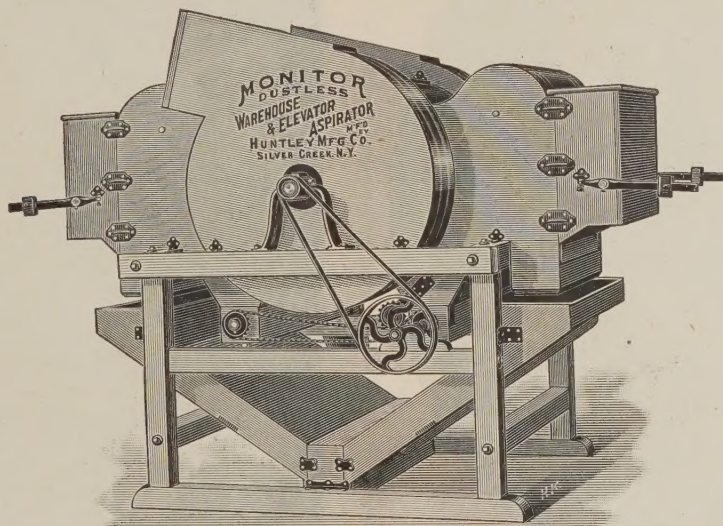
Short addresses were also made by W. R. Tucker of Philadelphia, Joseph R. Foard, Charles England, David Hutzler and Robert Ramsay, and at the suggestion of Mr. Ramsay a resolution from the Chamber of Commerce, stating the deep appreciation that organization felt in the honor that had been conferred on Mr. Randall, was approved.

The gift is a plain silver loving cup, standing 15½ inches high, gold lined and engraved as follows:

Presented to Blanchard Randall, Esq.,
By the National Board of Trade,
As a slight token of esteem and in recognition of
his services as president.
1902. 1904.

Among those specially invited and present were Morris S. Wise of New York; William R. Tucker, secretary National Board of Trade, Philadelphia; John B. Daish, commissioner National Board of Trade, Washington, D. C.; James C. Gorman, president; William M. Knight, vice-president; Douglas M. Wylie, J. C. Vincent, J. W. Snyder and Charles England, of the Chamber of Commerce; William T. Dixon, vice-president of Merchants' and Manufacturers' Association; Joseph R. Foard, president; Robert Ramsay, vice-president; R. Brent Keyser and David Hutzler, of the Baltimore Board of Trade; Samuel Rosenthal Jr., Baltimore.

The prison bag factory at San Quentin, Cal., has 6,000,000 grain bags on hand and making 18,575 more daily, the price for which was fixed at 5.55c., against 5.25c., the open rate at Calcutta. Meantime the mill fund, owing to slow sales last season, is \$70,000 short, farmers who had no grain preferring to forfeit their 10 per cent advance with orders to taking the bags.



MONITOR DUSTLESS WAREHOUSE AND RECEIVING SEPARATOR.

makers claim produces closer and more perfect separations than can be obtained in any other manner. The manufacturers also claim that each machine is of a capacity fully up to its rating, and is specially designed to do a maximum of work while using a minimum of power.

TEST THE RAMSEY LAW.

The farmers of Nebraska have finally made up a case to test the Ramsey Law of that state which requires railroad companies to furnish sidetracks to co-operative and other concerns which may desire to engage in the shipping of grain along the company lines. The case goes at once to the Supreme Court on the petition of the Farmers' Co-operative Grain and Shipping Association of Virginia, Neb., filed therein praying for the issuance of an alternative writ of mandamus to compel the K. C. & N. W. Railroad, a branch of the Missouri Pacific System, to furnish a sidetrack to the elevator association at Virginia.

The controversy between the railroad company and the association is of long standing. When the association was organized it purchased an elevator belonging to an old line buyer at Virginia. At that time there were three elevators at Virginia. Shortly afterward the elevator was burned down through some unknown cause. Then the association erected another, along the company's right-of-way, but was unable to secure sidetrack privileges. Since then it has been compelled to haul its

February 5, 1902, "I was summoned by telephone to Senator Burton's office. Senator Burton told me that he wished to represent the Rialto Company in matters before the department, for which he was to receive a large fee. He assured me that he did not wish to antagonize the department. He also said he had consulted several of his colleagues in the Senate and that they had assured him that his connection with the Rialto Company was legal and that many senators had increased their incomes in similar ways. Senator Burton said that he had lost \$70,000 recently, for which he was not legally responsible but which he wished to repay, and that his fees would revert to that use."

Burton's defense was a general denial of any purpose to use his influence as a senator to affect the action of the P. O. Department; but he did not deny having received the fees as charged. "I was assured by the company," he said, "that my services would not be needed in Washington in any capacity. The Rialto Company was also to have the use of my name, and my services were to have been used in connection with a securities department of the Rialto Company, which at that time was projected."

The jury was forty-one hours in making up a verdict, and it was only after the court had admonished the one wise, or recalcitrant, juror that the expense of another trial should not be incurred because of his failure to agree with the majority that a verdict was reached. The senator was not

THE MEETING AT MEXICO OF THE GRAIN DEALERS' UNION.

The Montezuma Club Rooms at Mexico, Mo., were well filled by grain dealers on the afternoon of March 29, in attendance at a meeting of the Grain Dealers' Union of Southwestern Iowa and Northwestern Missouri. The program as prepared by Secretary Stibbens was a creditable one and good speakers made the session a most interesting one.

At 2:30 o'clock President D. Hunter of Hamburg, Iowa, called for order and introduced Hon. E. E. Jones, mayor of Mexico, who made an address of welcome. Mayor Jones assured the dealers that it gave him a great deal of pleasure to welcome them to the city, and said they should feel at liberty to visit all of Mexico's various institutions, her colleges, musical seminaries, city hall, etc., in all of which her citizens took very much pride. He spoke of the needs of association work and the benefits which it brought to both dealer and farmer. From the time when the greatest grain dealer in antiquity, in Egypt, had stored grain to supply the future wants of the people, the grain business had been an honorable and a popular one. Under association work it could be made a profitable one. He expressed the

first by joining their state organization and then induce their neighbors to join. Then, eventually, all the dealers of the state would come in and all receive the benefits of the association.

L. Cortelyou of Muscotah, Kan., read a paper on the subject, "Weights in the Country and at the Terminal Markets." We publish it elsewhere in this issue.

CLEAN BILL OF LADING.

In the discussion which followed, Mr. McFarlin, speaking on the side of the impracticability of the railroads giving a clean bill of lading, said that the railroads would then have to put in track scales, build their own elevators or have an agent at the hopper scales to weigh all the grain. One result of the former condition would be to place the farmer on an equality with the grain dealer in regard to shipping of grain.

A. E. Schuyler said that, in an endeavor to give a clean bill of lading, a railroad company would have to take into consideration the shrinkage on grain that always took place under certain conditions. It is a physical impossibility for the railroad companies to deliver out of a car as much grain at destination as was put in at starting

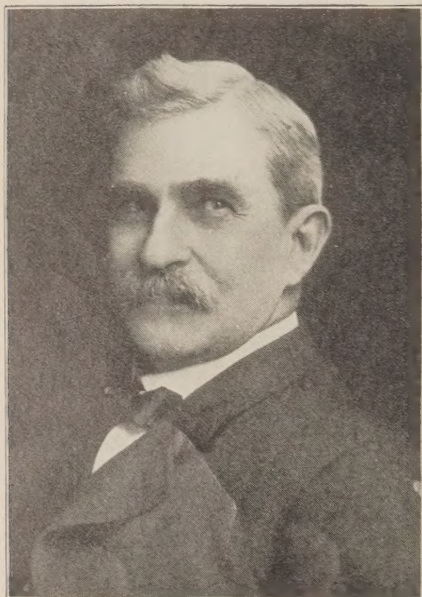
had first-class facilities the railway agent should weigh the grain and then issue for it a clean bill of lading.

Mr. Wells said that there was one absolutely necessary position to take in this matter. It was to have positive weights at the shipping end and positive weights at the terminal markets. Any discrepancies or errors at either end would result unsatisfactorily. That was the reason why the grain public should demand public supervision of weights at terminal markets.

Mr. McFarlin: If the railroads would allow the dealers a loading fee of \$1 per car that would be more to their advantage than a clean bill of lading. I recently tried the experiment of taking a string of 25 cars, and noted that they averaged each less than 100 pounds shortage. That makes me feel confident that much of the shortages of country dealers are due to scales or poor cooping of cars. We will not sell any grain less than our weight, less 100 pounds to the car.

ORGANIZATION.

M. F. Dunlap, O'Fallon, Mo., made an address on the subject, "Organization." Mr. Dunlap's address was a very eloquent yet plain statement of the reasons why it paid men to-day in the same



W. B. HARRISON, ST. LOUIS, MO.

wish that the dealers' stay in the city would be a pleasant one, and that all should consider themselves as heartily welcome to the best the city afforded.

In the absence of Henry R. Whitmore, assistant secretary of the Merchants' Exchange of St. Louis, the response to the mayor's address of welcome was made by Wm. B. Harrison of St. Louis. Mr. Harrison said he only arose to explain the absence of Mr. Whitmore, who was detained at home by illness. He assured the mayor that they would try to take advantage of his hospitality and that the dealers would be glad to learn more of his beautiful city. When the grain men went home, he was sure they would be very grateful for having enjoyed all the privileges so generously extended.

President Hunter said that he saw his name on the program for an address, but that it would be very short. He was glad to see so many present and was sure that the grain men had been doing missionary work among themselves. One of the reasons why grain men did not join their state organization was that each one was afraid his neighbor would not come in. There were two Irishmen capsized in a boat and one, after swimming to shore, turned back to the capsized boat before landing. On being hailed and asked why he did not come ashore, he said he had to save himself first and now he was going back and save Mike. Just so the dealers should save themselves



J. W. HILL, DES MOINES, IA.

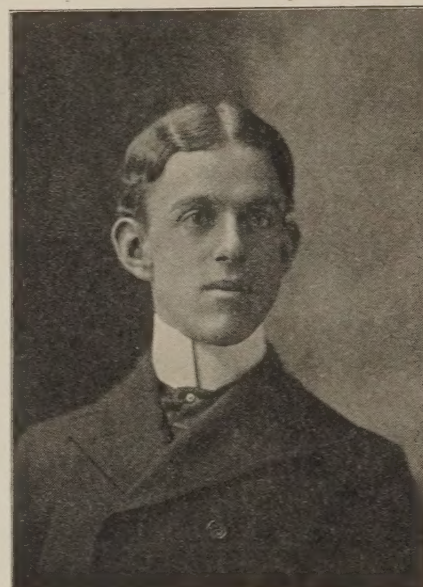
point, if the grain was carried in a heated condition. Also, in unloading a car of grain, when a current of air had free access to the grain, there would be a shortage due to evaporation. This was one reason why a clean bill of lading was less practical than in the case where a certain number of boxes or sacks of material are loaded into a car and could be counted and checked when taken out.

Geo. A. Stibbens: There seem to be good arguments on both sides of this question. The railroads provide a clean bill of lading for everything except grain. The railroads could have an agent whose duty it would be to superintend the loading and weighing of cars. If a railroad loses a hundred bushels of grain, on account of a leaky car, should the shipper have to suffer the loss? Five years ago I was opposed to a clean bill of lading, but I can now see no better way to protect the interests of shippers from losses due to shortages. The grain dealer has less show for his money in this respect than those in other lines of business. If there were any means by which the railroads could be made to pay a just claim for a shortage, I would not advocate a clean bill of lading, but I see no other solution to this problem.

Mr. McFarlin: According to your idea, Mr. Stibbens, the country dealer should put in hopper scales.

Mr. Stibbens: Yes, sir.

Mr. Cortelyou thought where the grain dealer



J. H. WOOLDRIDGE, BOONVILLE, MO.

line of business to organize. The only logical conclusion to be arrived at was that in organization, as in union, there is strength. Men, in elbowing each other and in coming in close contact with selfishness and greed, felt that they should have the counsel of the wisest. In organization it had been the custom to commence at the top and work downward. Mr. Dunlap thought that the better order would be to commence at the bottom and work up. Commence at the county and get all the dealers of the county together. That will be the beginning of an organization. Then let the county send delegates to a meeting like this. Then they will be ready to take hold of the higher questions that confront the trade.

Mr. Hill said he fully agreed with Mr. Dunlap on the question of county organization, but that instead of sending delegates they should send all the dealers in the county to the state meetings.

Mr. Epperson of the Underwriters' Association of Kansas City explained the methods of that company's line of insurance for grain elevators and mills.

George Beyer, secretary of the Illinois Grain Dealers' Association, read a paper on the subject, "Some of the Obstacles a Secretary Has to Contend With."

An address on the subject of "Corn Breeding" was made by Prof. F. B. Mumford, acting dean, Experiment Station, Columbia, Mo.

Following Prof. Mumford's address, which was

illustrated by charts showing the best qualities of corn for seeding, and corn rich in starch and protein, Mr. Wells told what had been done and what was being done along the line of improving the quality and increasing the yield of corn in Iowa.

THE SACK QUESTION.

J. H. Wooldridge of Boonville, Mo., read a paper on the subject, "Evils of the Sack Business." Mr. G. L. Graham suggested that Missouri dealers determine anew to establish sack houses where sacks could be rented out and that they lend them no longer.

Secretary Stibbens also spoke on the question, and said the dealers could get rid of the evil if they would resolve not to lend sacks. It was one of the greatest troubles that Missouri dealers had had to deal with, and it was up to the dealers to stop the practice of loaning sacks if they wished to.

Mr. Dunlap said that it was a question that each county should decide for itself.

Mr. Sailor said they were renting out sacks and making it a part of their business. They employed an extra man to count the sacks and take care of them.

Erich Picker of St. Louis read a paper, which we

thus extend the benefits of the association to all the grain dealers of the state of Missouri.

The meeting then adjourned.

CONVENTION POINTS.

No one will deny that St. Charles is a good county.

A good attendance, but there should have been a larger proportion of members of the Union.

W. W. Pollock kept the smokers in a cheerful humor at the afternoon session by having cigars passed at appropriate intervals.

S. P. Hinds, president of the Hinds & Lint Grain Co. of Atchison, Kan., besides President Cortelyou, was the only Kansas representative.

Only one machinery man to meet the demands of this branch of the business—H. C. Draver, Kansas City, representative of Huntley Mfg. Co. of Silver Creek, N. Y.

M. L. Vehon, with Rosenbaum Brothers, represented the Chicago market, and A. E. Schuyler, assistant weighmaster, the Chicago Board of Trade Weighing Department.

The banquet was held in the dining-room of the Windsor Hotel, the dealers taking their places at the table at 7:30. It was a complimentary affair given by the Union.

The members of the Union from Iowa who attended were President D. Hunter, Hamburg; J. W.

Joseph Sanbothe, Martinsburg; J. J. F. Johnson, Benton City; L. S. Myers, New Franklin; A. H. Miller, High Hill; D. B. Satter, Montgomery City; J. B. Wayland, Salisbury; Fred Wayland, Mendon; C. A. Wilder, Ladonia; Fred Plattner, Wellsville.

St. Louis sent a delegation which included G. L. Graham and O. J. Wooldridge of G. L. Graham & Co.; Erich Picker, of Picker & Beardsley; Wm. B. Harrison; T. C. Taylor representing Brinson-Walsh Grain Co.; S. T. Marshall, of Calumet Grain Commission Co.; John McHally and Walter G. McCully; E. L. Wright; W. C. Sales; P. J. Barron; Geo. F. Langenberg; John A. Warren; George Davis; W. V. Farnus; J. C. McGinnis.

The dining room was very comfortably filled with the grain men, and while an excellent menu was being taken care of a string orchestra played popular ragtime airs. Then, after the coffee had been served, Toastmaster J. W. Hill of Des Moines tapped for order and introduced the speakers, who responded to the following toasts: G. L. Graham, St. Louis, Mo. "Missouri;" L. F. Cobb, Odessa, "Does It Pay to Be a Bull on the Grain We Raise?"; M. McFarlin, Des Moines, Iowa, "The Trail of the Imaginary and Real of the Country Grain Dealer;" John H. Wayland, Salisbury, Mo. "What Are We Here For?"; M. F. Dunlap, O'Fallon,



M. F. DUNLAP, O'FALLON, MO.

publish elsewhere, on "Commission Merchants and Their Customers."

"Why Dealers Should Organize" was the subject of a paper by George A. Wells, secretary of the Iowa Grain Dealers' Association.

Wm. B. Harrison of St. Louis read a paper on the subject, "St. Louis Weights and Terminals."

Mr. Stibbens moved that a rising vote of thanks be extended to the Montezuma Club for giving the use of their rooms for convention purposes.

Mr. Hill read the following resolution, which was adopted:

Whereas, This meeting of the Grain Dealers' Union of Southwestern Iowa and Northwestern Missouri has been one of the most successful and most profitable meetings in the history of the organization; and

Whereas, We feel the large attendance and great interest manifested is due largely to the persevering efforts of our efficient secretary, George A. Stibbens; and

Whereas, Our visit to the beautiful city of Mexico has been made a very pleasant one by her hospitable citizens; therefore, be it

Resolved, That this organization tender a vote of thanks to our secretary for the excellent program prepared and untiring energy manifested in our behalf; to the citizens of Mexico for their hospitable entertainment and to the Montezuma Club for the use of their beautiful club rooms, and

Resolved further, That everyone present be constituted a committee of one to present the benefits of the Union to his neighboring grain dealer and urge the necessity of joining the organization and



J. B. HURT, ARMSTRONG, MO.

Hill and M. McFarlin, Des Moines; W. Daugherty, Red Oak; Wm. McMahl and A. J. Marsh, Shenandoah.

From Kansas City there was a delegation which included the immortal Yon Yonson. There arrived from this market Secretary E. D. Bigelow; Wm. Murphy; George Carkener; Chief Weighmaster J. G. Goodwin; Fred Hoose; John G. Lund; W. B. Jennings; Geo. C. Martin Jr.

Among the officers of associations were: George A. Stibbens, secretary Grain Dealers' National Association, Chicago; L. Cortelyou, president Kansas Grain Dealers' Association, Muscotah, Kan.; George Beyer, secretary Illinois Grain Dealers' Association, Decatur, Ill.; George A. Wells, secretary Iowa Grain Dealers' Association, Des Moines.

The dealers who attended included the following: H. Arnhold, Wingate; W. S. Hathaway and W. W. Pollock, Mexico; R. R. James, H. Plattner, Salisbury; E. W. Crump, Centralia; H. H. Horstman, Alma; J. P. Klingenberg, Concordia; B. A. Thornhill, Gray Summit; G. Weatherford, Unionville; G. A. Corder and R. C. Frerking, Alma; F. L. Cobb, Odessa; J. B. Hurt, Armstrong; W. F. Circle, G. E. Brandon, Walkenda; E. A. Feutz, Rush Hill; J. L. Burk, Centralia; W. Y. Moore, Heartsburg; Geo. E. Wilson, John J. Spindler, Moberly; C. R. Shaw, Louisiana; J. O. W. Moles, Clarksburg; M. F. Dunlap, O'Fallon; J. H. Wooldridge, Boonville; E. H. Algermissen, Montgomery City;



G. L. GRAHAM, ST. LOUIS, MO.

John McHally, Wm. Shull, from our State Association; William Murphy, Kansas City, Mo., Stock Market stories; M. L. Vehon, "Chicago Market Association Work from a Receiver's Standpoint"; George A. Wells, Des Moines, Iowa, "Acquaintance and Friendship"; John E. Barron, Chicago, "The Trade Journal as a Factor in the Grain Business"; W. S. Hathaway, Mexico, Mo., "Equitable Freight Rates from a Shipper's Standpoint"; Charles S. Clark, Chicago, "Association Service to the Public"; D. Hunter, Hamburg, Iowa, "It Pays to Be Honest with Your Competitor"; William Walden Shaw, Chicago, "The Value of Advertising in the Grain Business."

"Irwin," who succeeded "Lyon" in the work of furnishing the estimates of the following day's receipts at Chicago has ceased to do so. Lately his subscribers had withdrawn, until only one firm was paying for the service, and that did not pay the expense of collecting the data on which the estimate was based.

The committee on information and statistics of the New York Produce Exchange has adopted the following average number of bushels, reckoned in carloads, as the commercial grain rates at New York City, to rule from April to December, 1904: Wheat, 1,000 bushels; corn, 1,075 bushels; oats, 1,200 bushels; barley, 1,200 bushels; rye, 975 bushels; malt, 1,500 bushels; buckwheat, 975 bushels; flaxseed, 1,000 bushels.

COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

WEATHER CONDITIONS IN IOWA.

Editor American Elevator and Grain Trade:—We have no corn here in any condition. The weather is fine and seeding has begun, as the ground is getting in fairly good shape for it. We had no corn here last season, it being drowned out, and have shipped in corn during the past winter, something that has never been done heretofore; and there is no grain in the hands of farmers except that held for feed.

Yours respectfully,

P. C. CARLSON.

Farnhamville, Iowa.

CAN SEE NO BENEFIT IN MICHIGAN INSPECTOR.

Editor American Elevator and Grain Trade:—As to the advisability of creating a state grain inspection for Michigan, we do not believe such a move would be a good thing, either for the farmer or for the dealer, as a grain inspector appointed by the state would receive his appointment more largely on account of the pull he might have with the administration than for his fitness for the position of grain inspector. An incompetent man filling such a position would be very unsatisfactory, from the fact that at times grain might pass that would not be up to grade and at other times grain might be turned down that should pass, and that, of course, would cause great confusion and might work very disastrously, both to the dealer and to the farmer.

Sincerely yours,

REARDON BROTHERS MERCANTILE CO.
Midland, Mich.

BRIGHT CROP OUTLOOK IN KANSAS.

Editor American Elevator and Grain Trade:—It may be interesting to some of your many readers to know of the favorable change that has taken place during the past few weeks (ending April 6) throughout this portion of the wheat belt of the Southwest.

Passing over this line (Rock Island, through Oklahoma and Kansas) about one month ago en route for Mexico, we found everything dry and dusty, and while the growing wheat did not appear to be really suffering, it was plain to be seen that rain was needed.

To-day (April 6) on our return conditions are very different; copious rains have fallen and the plant is growing rapidly.

Within the past twenty-four hours rain has fallen at nearly all points along the line of the M., K. & T. and Rock Island railroads, from San Antonio to Topeka, and seldom have crop conditions along this route looked more favorable at this time of year than they do to-day. Yours very truly,

A. H. BENNETT,

Of Bennett Commission Co.

Topeka, Kan.

BUFFALO GRAIN EXCHANGE.

Editor American Elevator and Grain Trade:—The grain dealers of Buffalo are agitating a new exchange, which will probably be named the Corn Exchange of Buffalo. The Chamber of Commerce, with which the grain trade has been connected, is purely a commercial body and takes in practically all of the commercial organizations, such as real estate dealers, lumbermen, grain dealers, etc. The grain trade has long thought it desirable that they have an exchange of their own, and thereby be able to more closely direct matters pertaining to the grain business. It is also felt that the Chamber of Commerce will be in a better position to promote their own interests. In all probability

new quarters will be secured by the grain men in due time.

This movement has received the hearty support of practically every grain dealer in this market, and we can see no reason why it should not go through and prove a success. It is merely the desire of the Buffalo grain dealers to have an exchange devoted to the grain business alone, the same as Chicago and other markets.

The papers of incorporation were forwarded to Albany April 1.

Yours truly,

Buffalo, N. Y.

W. W. ALDER,
T. J. Stofer, Mgr.

CONFLICT OF MEETINGS IN JUNE.

Editor American Elevator and Grain Trade:—How do you feel in regard to the change made by the directors of the Grain Dealers' National Association to hold their meeting in June instead of October, as originally decided? Speaking for myself, as well as a very large number of the Eastern members of both the grain dealers' and hay associations, I feel that the directors of the Grain Dealers' National Association have made a very serious mistake in deciding to hold the annual meeting the week following the time appointed for the meeting of the National Hay Association, which is to be held in St. Louis on June 14, 15 and 16. As a member of both associations I am equally interested in the welfare of both, and regret exceedingly the change of time of meeting of the grain association. The Hay Association having named their time in advance of the time named for the Grain Dealers' National Association, I feel that the directors of the latter should have taken this into consideration. We people of the East who are members of both associations will no doubt to a very large majority attend only the meeting of the Hay Association, as we cannot spare the time to take another week to run way up north to Milwaukee, when if the grain association meeting had been held in October, we would have been ready for another trip.

I believe the same thing will apply to a very large number of the country dealers throughout Ohio and Indiana. I understand this change in the time of meeting of the grain association was influenced very largely by the Chicago members. If they want to run the Grain Dealers' National Association to suit themselves, paying no attention to the convenience or desires of the Eastern members, I believe they are making a very great mistake.

Would be glad to have you express your opinion on the subject through the columns of your good paper.

Yours truly,
Philadelphia.

E. L. ROGERS.

MICHIGAN STATE INSPECTION URGED.

Editor American Elevator and Grain Trade:—I am of the opinion that a law providing for state grain inspection would be a good thing, for much of the grain from Michigan goes to points without its borders. This is the case, also, in regard to beans and hay, which an inspection law should cover. When any of these things have left the state, we find they are subject to inspection at distant points. Many times the grading is not that given the product by the shipper; the car is either rejected or else accepted after a large discount.

Had we an inspection law by which grain, beans or hay would be inspected, the state shippers would sell on the basis of the state inspection. This being given a car, its dictum would be final, and a very great source of annoyance and expense to Michigan dealers would be entirely obviated. At the same time, if a lower grade were given in the state, we think shippers generally would be content with the lower grading. It seems to me that the business could be made very much pleasanter and considerably more profitable, if means were found for grading officially these various products before leaving the state.

The statements above are true in general. For grain dealers belonging to the Detroit Board of Trade, however, they are not true. The state grad-

ing of grain will cut away very large Southwestern business now done by members of the Detroit Board of Trade. The Southwest has long desired the benefit of Detroit inspection, with an idea of letting the grain go on through to the East; but such grain must now pass through the hands of a member of the Detroit Board of Trade, and this forms a large item of the business of the Detroit Board. If a state inspection bureau is provided at Detroit, the inspection of this Southwestern grain will be made by state officials and not by the Detroit Board. The commissions now earned on such through business by Detroit Board of Trade men will be entirely cut off, and the writer is free to admit that the result would be to the great detriment of the Board of Trade. The chief antagonism to such a bill will come from this source, and the greatest question to be decided is whether the benefits to the rest of the state will be greater than the loss to the member of the Detroit Board of Trade.

Yours very truly,

Ann Arbor, Mich. G. F. ALLMENDINGER.

OHIO GRAIN DEALERS' ASSOCIATION DOINGS.

Editor American Elevator and Grain Trade:—At a called meeting of the board of managers of the Ohio Grain Dealers' Association it was decided to hold the annual meeting of the association at Hotel Victory, Put-in-Bay, on June 28, 29, 30 and July 1, including one day going and one day returning. The strictly business sessions will be held, one in the morning and one in the afternoon of June 29 and one in the morning of June 30, adjourning at noon the afternoon of June 30 and all of the evenings (June 28, 29 and 30) being devoted to pleasure and social intercourse. In due time all arrangements will be perfected and I will advise the membership and the trade generally as to transportation, entertainment and program.

We mean business when it comes to the sessions and program. Each affiliated association in the state will, through some able member, present a short, sharp paper on a live subject; then we will see that it is "cussed and discussed" or "something will drop." We intend to make workers out of all the "drones." In other words, every fellow must enlighten the others as to how much or how little he knows of the great problems of the grain business.

As an incentive to inspire interest and also rivalry between our five affiliated associations, the managers agreed on behalf of the state association to put up a handsome trophy of some appropriate design (not necessarily a "Lipton Cup"), to be lifted by the association having in attendance at this meeting (and in like manner hereafter) the greatest percentage of its actual membership in good standing, the trophy to be held by the successful association for successive competitions at each annual and semi-annual meetings. The Miami Valley-Western Ohio Association, through Mr. McMorran, assured us right then and there that the first trophy would be lifted by them. Mr. Robinson, on behalf of the Northwestern Ohio Grain Dealers' and Millers' Association, took issue and stated that he would wager "dollars to doughnuts" that his association would lift the cup first, last and at all times, and told it forevermore and amen. The other three associations are just as sanguine, but they were modest in expressions of intention, but no doubt will prepare their ammunition with care, and there will be a "warm time" when the forces are drawn to battle array. The trophy will be selected by Messrs. Seeds, Tingley and McCord and the selection will be one that will be worthy of the cause.

The matter of the present attempt on the part of New York Produce Exchange and some of the railroads to abolish the export differential freight basis in favor of Baltimore and Philadelphia as against New York, was discussed, and a resolution was carried protesting against changing in any manner the present system of rate basing on export grain. It was the sense of the board that the present system of differentials has been the

result of over twenty years' experience, and that Ohio interests have become so well adjusted to the present conditions that any attempt to raise Baltimore and Philadelphia export grain freight rates to the level of New York rates would work hardship and damage to both producer and shipper of Western grain. We know what we have now, we could not fare better under any change, and might fare far worse, if the present well-established basis is disturbed.

The successful meeting of the Ohio Shippers' Association, in which all took part during the day, was informally discussed, and it was the sense of the meeting that, in order to get the greatest good and secure the prestige and strength of such a large body of shippers, we should support that association under the arrangement provided by it and do all we can to secure for us the maximum benefits to be derived from the "Gentlemen's Agreement" entered into by the Ohio Shippers' Association and all the railroads of Ohio.

Yours truly, J. W. McCORD, Sec'y.
Columbus, O.

HOW CORN IS COMING OUT OF STORAGE.

[The following are answers to a request for information on the question how corn is coming out of winter storage.]

Prentice, Ill.—All corn now held by farmers in this neighborhood that has been well taken care of is coming out of the winter in good shape; of that which was not covered the condition is doubtful, with the chances in favor of damage. Holdings not excessive.

Yours truly, ADKINS BROS.

Emden, Ill.—In our locality corn is coming out in good condition. The elevators are all empty in the place, but all have lots of oats in store—probably 37,000 bushels in three houses. Lots of corn to come to market this summer.

Yours respectfully, J. R. ASTON.

Broadlands, Ill.—The winter-shelled corn is coming out in fair condition in this locality. The elevators are pretty well cleaned out of corn and oats. I have not heard any complaints of ear corn spoiling in cribs. There has been no movement for nearly two months, but I think it will shell out in fair condition generally.

Yours truly, HARRY ALLEN.

Bement, Ill.—I shipped during March some 40,000 bushels of winter-shelled corn, and to my surprise, it came out in very good condition, notwithstanding all the wet and damp weather we had for the last three weeks. It has graded full better than it did fresh shelled in December last. I have heard of no complaint from other shippers. Our corn is much poorer than it has been for years heretofore; and yet it seems to keep well. I do not think there will be any trouble with ear corn cribbed in good cribs, if the corn was good when put in. We had more or less late-planted soft corn that will, no doubt, come out in bad shape. Yours truly, J. M. CAMP.

Streator, Ill.—A dealer near this place says: "Most of the poor corn has been marketed. I should judge one-half is keeping well; the remainder may make merchantable corn later on—think it may dry out by July 1, but it is a problem to say whether the large portion will go better than No. 4."

Mt. Zion, Ill.—In this section of the country the corn that is back yet is good, the bad corn having all been shipped out early in the season. But the most of our corn having been shipped out, there is not more than one-quarter the crop back. The oats, too, you might say, are about all gone, but what we have are good. It will be impossible to move any corn here until the weather gets better, for to-day (April 1) everything is under water and the roads are terrible.

Yours truly, J. C. BOYCE.

McClusky, Ill.—In this vicinity corn matured better than it did in adjoining counties. My corn that was winter-shelled has been grading No. 2, with several cars No. 3, but I think the general situation in Illinois is that the major part of the winter-shelled corn is grading No. 4. So far we

have an excellent prospect for wheat—a good root, top small and good color and free from insects.

Yours truly, W. H. COULTHARD.

Bearsdale, Ill.—The corn in the crib in our territory is coming out of winter storage in better shape than most people expected. I think, however, there will be very little No. 2 corn shipped out of here this summer; most of it will grade No. 3 and some No. 4; possibly some no grade. Only about forty per cent of last year's corn is still in farmers' hands.

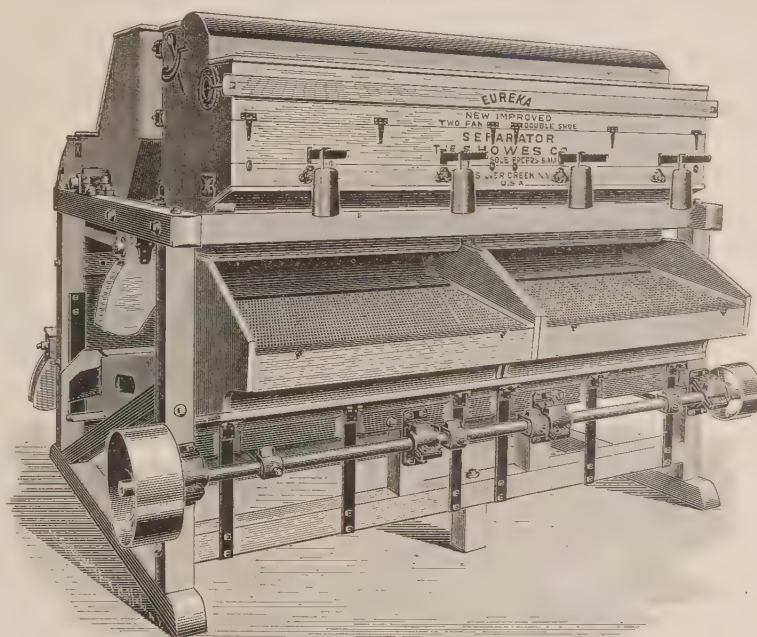
Yours truly, A. J. CONOVER.

Blair, Neb.—As far as we know, the corn which is being shelled out and which has been in storage during the winter is in good condition. We are just shelling out what we have on hand and while the quality of the corn is poor, the condition is first class. Yours truly,

CROWELL LUMBER & GRAIN CO.

Per C. C. Crowell, Vice-President.

Scotia, Neb.—The corn is in best of condition, owing to a very dry winter and having no snows or rains the winter through; and I might add, no spring rains to date. The quality of our corn was poor; very little of it would have graded 3, but as the crop was taken by feeders here, and none is being shipped, the quality cuts very little figure.



THE "EUREKA" TWO-FAN TWO-SHOE CLEANER.

The price ranges from 28 to 40 cents, being 40 cents at present (April 1) and a scarce article. Had it been a wet winter, a large per cent of it would, no doubt, have been damaged. The fall grains, wheat and rye, are looking well, but need a good rain to start them up. Late sown grain is not looking nearly so well, seeding has commenced and farmers are busy with spring work, most of them sowing their oats. We are in good shape to date as to prospects for crops, but will need good rains soon. Business quiet.

Yours truly, T. W. COOK,
Agent for Omaha Elevator Company.

Wakefield, Neb.—Corn kept in fine shape here; have not heard one complaint of damaged corn. Not any moving at present as farmers are busy seeding. Yours truly,

BENSON GRAIN COMPANY, McR., Agent.

Rossville, Kan.—The early corn is in good condition, but the late corn is soft and will not do to go on the market. There is not over 25 per cent of the crop left to go on the market.

Respectfully, J. C. BRADLEY.

Sabetha, Kan.—Our corn has been in bad shape all winter, and now 90 per cent of the corn that is being shelled is moldy in the center of the crib, and only a 4 corn. The cobs are black and still wet. Not very much corn in the farmers' hands to move. The oats seeding is very late—too wet to get in the fields. Wheat looks well.

Respectfully, J. P. CUMMINGS.

THE "EUREKA" TWO-FAN TWO-SHOE CLEANER.

With the many new designs and improvements which the S. Howes Company, Silver Creek, N. Y., are continually bringing out in the line of grain cleaners, none can claim a higher distinction of merit than their New Improved Two-Fan Two-Shoe Counterbalanced Separator, illustrated herewith. Their engineers are continually improving and developing the most worthy features in machines of their manufacture and it is claimed they have embodied in this new separator improvements which make it a most efficient and economical cleaner for elevator purposes.

A distinct feature is claimed for this separator in its perfectly controllable air separations. It is supplied with two complete fans set in the air chamber, drawing the air from each side of both fans, perfectly equalizing the strength of the air currents in the separating leg. The air currents are most direct and the grain is so manipulated that every kernel and particle of matter is subjected to the same degree of air action. The air currents being under perfect control by valves, any desired amount of material can be removed. The first air separation takes place as the grain passes from

the automatic feed hopper in a thin, even stream extending the full width of the machine, and heavy or light screenings may be removed at this point. As the grain leaves the shoe it flows into the last suction leg where the remainder of the screenings are removed. The screenings from both air separations are deposited in separate tips equipped with conveyors depositing the screenings to one side of machine. There is also an extra air separation made in the first suction tip, so that screenings may be cleaned from all light impurities.

The two shoes are placed side by side and extend the full length of the machine, giving the largest possible sieve area. The shoes are driven by opposite eccentrics from the same shaft, forming a perfect counterbalance and doing away with all vibration of machine and jar of floor or building. No bracing of machine is required.

All screens are interchangeable and the machine is adaptable for cleaning all kinds of grain. The screen surface consists of large scalping screen, large main screen and cockle screen full size of main screen. Auxiliary screens are placed in machine for some classes of work.

From the many claims put forth by the manufacturers for this machine and the strong guarantee under which it is sold, it is certainly worthy the most careful consideration of intending purchasers of this style of cleaner. Full and complete information can be had by addressing the S. Howes Company, Silver Creek, N. Y.

SULLY SUSPENDS PAYMENT.

Daniel J. Sully, the latest Eastern edition of the "Napoleon of Finance," suspended payment on March 18. "The effect of the failure on the New York Cotton Exchange," says an Eastern correspondent, "was without parallel in the history of the cotton trade. Gray-haired men who had seen the great operators come and go for fifty years declared that never had they known such excitement as that which seized the pit when the downfall of Sully was announced. Never before in the history of the New York Cotton Exchange did prices collapse as they did to-day. Never before did the shifting market overpower its ruler so suddenly. Within a few moments cotton fell nearly \$13 a bale from the highest figures of the day."

In Chicago, where Mr. Sully, a recent accession to the membership of the Board of Trade, was supposed to be dabbling in wheat, the announcement of the failure, about fifteen minutes before the closing hour, sent wheat prices tumbling and created a scene such as had not been seen on 'change here since the Leiter collapse. It subsequently appeared from a statement by Ware & Leland, Mr. Sully's principal brokers in Chicago, that he held only 15,000 bushels of corn and 250 tierces of lard.

A few days after the failure the business of the firm was placed in the hands of Messrs. Taft and Miller as receivers, with former Secretary Root as attorney. On March 28 Mr. Sully's counsel made an offer of 40 per cent in settlement, the assets showing the amount of \$1,100,000. The affairs of the firm have, however, gotten into the courts, and are likely to remain there for some time.

And thus, as the Pope & Eckhardt Co. said, "another king is deposed, and the mourners go about the streets." But Mr. Sully himself complains that his associates in his cotton deal were to blame for its ultimate failure; and his unsatisfactory offers for a settlement with his creditors have brought forth the declaration that the great Wall street speculators are "bad losers," that they are prone to "squeal" when their "corners" go wrong, and that they cannot be compared to the professional gambler, who loses thousands or hundreds of thousands at the gaming table or at the race track and says nothing, as the Ledger correspondent says.

King & Co. of Toledo tells the story that Mr. Sully, when initiated into the Chicago Board of Trade, was given a royal reception in the wheat pit, during the course of which he asked: "Where is that man Valentine they talk about?" When he saw him, he said, in a cotton king voice: "He is easy." And, King adds, "Sully did much to help Valentine unload his big line of wheat on the war bulge. Sully was easy; Valentine smiles."

"The passing of Sully, erstwhile cotton king, and the collapse of the campaign in cotton calls to mind the many good things spoiled by a man overplaying the game," said A. D. Thomson to the Duluth Daily Market Record; "and it reminds me of a cowboy that worked with me out in the Picket Fence country the early '80's. At one time we were driving a bunch of cattle north, and getting within ten miles of Pueblo one night, several of the boys went into town. During the evening they went against the faro game and in the case of one of them, about four bets out of five that were placed called the turn, and well along towards morning he was something like \$5,000 to the good. He had sense to want to quit and the bank was more than willing. After cashing in and stowing away the money he said, 'This is more money than I ever saw before and more money than I ever expected to own, and I don't care to go back to camp with it. I am going to stay here until morning and buy a bank draft and send it home. I may lose this money some time, chances are I will, but you can just bet your life I'll never lose it playing faro bank.'"

Mr. Sully seems to have played the game in much the same way; for it is now said he settled on his wife during his flush days about a million in good securities, besides giving her a home at

6 East Sixty-second street as a \$270,000 Christmas present. So he is in no danger of suffering so long as he remains on good terms with the "head of the family."

Mr. Sully was over forty years of age before he made any stir as a speculator. He had been in New York only about a year before he became the most spectacular figure that ever entered the cotton pit there; but when he began, he in six weeks raised himself from comparative obscurity to a national reputation as a plunger.

Mr. Sully was born on March 9, 1861, at Providence, R. I., of Yankee stock that had not made any great impression in the financial world. He attended the public schools in Providence, and prepared for Yale at the famous old Free Academy at Norwich, Conn. Instead of going to college, he became a clerk in the office of the Providence Coal Company. His life was humdrum. He married in 1885 Miss Emma Frances, only daughter of Colonel David M. Thompson, general manager of the cotton mills of Robert Knight, the largest manufacturer of cotton goods in the world. Sully was taken into the employ of this firm. He was sent South to study cotton in its native fields. He learned how it is planted, cultivated, guarded from pests, harvested, ginned, baled, stored, transported and sold. After that two years of study,

"THE KING COTTON MARCH," BY SULLY (NOT BY SOUSA).



he got employment as clerk for a firm of Boston cotton brokers, with whom he stayed four years. He returned to Providence and became a clerk for F. W. Reynolds & Co., cotton brokers, who after a few months admitted him to partnership. He built up a big trade in Egyptian cotton, a staple which had hitherto been neglected in American trade. But during all this time he made a modest salary, which at best never rose above \$75 a week.

On arriving in New York something over a year ago, says the Philadelphia Ledger, he brought ideas with him. He spent months familiarizing himself with conditions and the practice in the pit of the New York Cotton Exchange. The pit in one city is much like the pit in another, yet there was much detail to be learned before the shrewd Yankee could develop his ideas, could put into actual gambling practice the cotton dogma with which he had become possessed. "Others speculated on wind," he said, not long ago, "but I speculated because I was firm in my belief that cotton has been deteriorating for years."

In his travels in the South he observed that the planters did not take care of their seed; they sold the best and planted the poorest, and allowed what they kept for planting to deteriorate by exposure to freezing temperatures, etc. He also observed that the planters' wasteful system of culture tended to decrease the supply of cotton, while the demand is constantly increasing. It was upon this theory that, associated with Colonel William P. Brown of New Orleans, and other capitalists, he cleared a profit of more than \$3,000,000 last spring. At that time he declared that cotton would reach 14 cents

a pound this year, although it was only 11 cents a pound then. It did even better than that, to the joy of planters and the dismay of American and English cotton mill men, many of whom had to suspend operations.

MONTREAL CERTIFICATES HIT.

In reply to inquiries regarding the condition of Manitoba grain arriving in the British markets, R. McKenzie of Brandon received among others the following replies from Scotch importers:

John Ure & Son, Glasgow, in part, say: "So far as we can judge we do not think that as a rule there is any tampering with Manitoba wheat before it reaches our market, although we have great cause to complain of Montreal certificates, where the grading seems to be of the most unreliable character. So bad, indeed, is it that millers in Glasgow refuse entirely to buy wheat on Montreal certificate."

John Wilson & Co., Ltd., Leith, in part, say: "Personally we have had little cause to complain of the shipments of wheat graded from Manitoba. Duluth inspection this season has not been so satisfactory as in former years; but we presume this is on account of the season not producing the same quality of wheat as it has hitherto done. We have never had any cause to complain of the certificates issued from the interior of Canada, but we certainly have had good cause to complain of the certificates issued at Montreal. Recently we had a parcel of 3,500 qrs. (28,000 bu.) hard Kansas wheat, shipped from Montreal by a Chicago firm, in which a large number of the pickles were heated, and which totally unfitted the wheat for the purpose of milling and making flour. It was attended with very serious loss to us. This wheat had no right to receive a certificate at all, but evidently the people in America think they can get it easier through Montreal than through any of their own ports, and for this reason we have issued notice to our correspondents that on no account can we accept of a Montreal certificate until we have some guarantee that it can be relied upon. A certificate ought to be like a Bank of England note, as we pay the money against the same and have no appeal. A satisfactory export trade can only be sustained by making these certificates beyond all dispute."

The Scottish Coöperative Wholesale Society, Ltd., Edinburgh, in part, say: "It is not our experience generally that Manitoba wheat is depreciated in transit. We have had reason to complain of No. 1 northern Duluth and No. 2 red winter from the United States, but have not had similar cause for complaint as a rule of any Manitoba wheat. We are of opinion that the Manitoba certificate is a reliable document, and have no sympathy with the complaints that have been made as to the quality of Manitoba wheat. We are of opinion that much of the difficulty arises from buyers on this side not being in touch with first-class houses."

RHODE ISLAND DEALERS.

Ex-Gov. J. W. Davis of Rhode Island, at the last annual meeting of the Rhode Island Hay and Grain Dealers' Association, at Providence, scored the manipulators of the grain markets in very severe terms.

The annual dinner was followed by the annual business meeting, when the following officers were elected for the ensuing year: President, S. S. Rich of East Providence; vice-president, J. D. Peck of Providence; treasurer, George Hurd of Providence; secretary, Samuel W. Norton of East Providence; executive committee, B. W. Wells (chairman), A. L. Kent of Pawtucket, H. H. French of Arlington, J. S. Thornley of East Greenwich, A. A. Campbell of Phenix and John V. Purves and Frank Whaley of Providence.

In view of the fact that there is a broom factory at Crookston, Minn., a local farmer has decided to experiment with broom corn culture in that neighborhood.

PUTS AND CALLS IN MISSOURI.

The Missouri statute covering grain transaction is as follows:

All purchases and sales, or pretended purchases and sales, or contracts and agreements for the purchase and sale of grain, either on margin or otherwise, without any intention of receiving and paying for the property so bought or sold; and all buying or selling, or pretended buying or selling, of such property on margin or optional delivery, when the party selling the same, or offering to sell the same, does not intend to have the full amount of the property on hand or under control to deliver upon such sale; or when the party buying any of such property, or offering to buy the same, does not intend actually to receive the full amount of the same, if purchased, are hereby declared to be gambling and unlawful, and the same are hereby prohibited.

This is the statute upon which Judge Smith ruled in the Kansas City Court of Appeals in the case of Logan Grain Company against W. G. Lane. The facts are substantially as follows: The action was brought before a justice of the peace to recover the \$225 on a check given by the Logan Grain Company and Allen Logan to W. G. Lane, on which payment was stopped. The check had been given on the following written instrument:

Kansas City, Mo., Jan. 4, 1902.

I have this day sold to Theodore Nathan for account of C. N. Purcell ten (10) puts on Kansas City May wheat (75) seventy-five cents. Good until close of the market May 31, 1902.

G. L. BRINKMAN.

Shortly after the Logan Grain Company had given the check in payment for this investment, Mr. Logan, the president, discovered that Mr. Brinkman, who had signed the "put" contract, was dangerously ill and was not represented on the Board of Trade, and that the investment was therefore valueless. Mr. Logan saw Mr. Lane, the broker, and told him that the "put" contract which he had bought was worthless and demanded the return of the check. Mr. Lane refused to give up the check, and Mr. Logan then called up the City National Bank by telephone and stopped payment on it. There was a trial in the Circuit Court from which appeal was taken.

In the Circuit Court the testimony related to the character of puts, especially emphasizing the claim that such contracts do not contemplate actual deliveries of the commodity, but do contemplate settlements based on the differences between the market and contract prices. The court held that:

It is manifest that this contract, when read in the light of surrounding facts and circumstances, did not require or contemplate a delivery of grain sold. It was optional with the holder of the contract whether he delivered it or not. There could be no intention to deliver where there is an option of this sort. The latter negates the former.

The purchaser of the "put" contract thereby secured the option to sell or not to sell wheat at the prices named within the period specified. If the price of wheat on the market during the specified period fell below the 75 cents, the purchaser had the option to sell at the "put" contract price and receive from him the difference between the former and the latter. If the price of wheat during the period should go below 75 cents, the holder would not sell and the seller of the contract would be ahead \$35 in the deal.

The evidence is overwhelming to the effect that the real object of the sale of the "put" contract, or privilege it granted, was not to contract for the actual delivery of the wheat, but merely to speculate upon the rise and fall in prices.

The transaction from its inception contemplates nothing more nor less than gambling on differences, and it was therefore a stench in the nostrils of the statute. Such a contract was void—and is nothing.

The Kansas Experiment Station at Manhattan has given out the results of its crop experiments of 1903 on about 240 acres of land, divided into 360 areas ranging from one-tenth of an acre to five acres in extent. In the trial on spring wheat varieties, macaroni gave the largest yield. Common barley averaged 33 bushels to the acre, the best of any variety. Over 20 varieties of oats were tested. The 60-day oats from Russia gave the largest yield—53 bushels. Flax proved a poor crop, only yielding six bushels of seed to the acre. Kaffir corn went 58 bushels of seed and four tons of

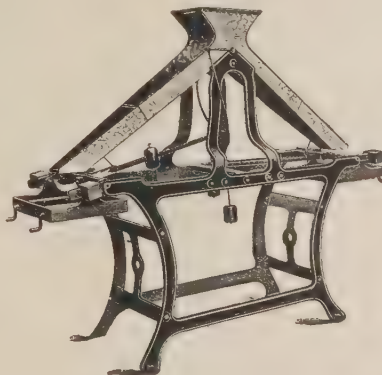
fodder to the acre. Hildreth's yellow dent corn yielded 89 bushels to the acre. Seventy-nine varieties of corn were tested. The lowest gave 74 bushels. In a trial of late forage crops, sown broadcast, cane yielded seven tons to the acre, Kaffir corn six tons and corn four tons of fodder.

AUTOMATIC BAGGING AND WEIGHING MACHINE.

The picture herewith of the Williams Automatic Bagging and Weighing Machine is almost sufficient of itself to explain its principles. However, it may be added that the scales are in pairs, two scales in one frame, to be operated by one man so as to have the flow of grain continuous, the operator removing the filled bag and replacing it with an empty while the other is being filled.

The holders, to which the bags are attached, are balanced on knife-edged pivots, supported by a scale beam having connection with a pivoted valve placed at the junction of chutes and having for its primary object to provide a means for automatically shifting and locking said valve when one of the holders sinks under the weight of the filled receptacle, thereby permitting the removal of said receptacle without the liability of the valve being shifted until the other receptacle has been completely filled.

In operation the grain or material is fed from a mill, elevator or other source of supply into the hopper; and assuming the valve to be in a locked position, as shown by connecting rod on left-hand



AUTOMATIC BAGGING AND WEIGHING MACHINE.

beam, the grain will flow through the right-hand chute into the bag until a predetermined quantity, indicated on a scale, has been delivered thereto, when the right-hand beam will tilt, raising the rod and forcing the crank arm to a vertical position in alignment with the rod, or on a dead center thereby reversing and locking the valve and shutting off the supply of grain or other material to the right-hand chute and directing it through the left-hand chute to the opposite bag. The instant the beam begins to tilt it automatically closes the auxiliary cut-off valve, thereby preventing the column within the chute from flowing into the sack after the required charge is complete. The bag holder, comprising a support frame having slots or openings formed therein for bearing blocks, is adjustably mounted in said slots to fit any size sack. The rods provided with bag-engaging spurs are journaled in the bearing blocks, being provided with terminal cranks for reversing the rods to thereby release the bag at the touch of a hand, thus requiring no lifting whatever.

The knife-edge pivots are in plain sight and cannot get out of order; and as all the material in the manufacture is of the best quality, the weighing machine is practically indestructible. Each machine is supplied with an automatic register which will keep check on every weighing, while the accuracy of this machine is unquestionable as all working parts have ball bearings, thus insuring frictionless movement. They are so simple that the most ignorant labor can be used to operate them. For further particulars, prices, etc., address Williams Bros. & Snider, Minden, La. For the convenience of the trade, the manufacturers have arranged to exhibit the machine in the Agricultural Building during the St. Louis World's Fair.

WEIGHTS IN THE COUNTRY AND AT TERMINAL MARKETS.

[A paper by L. Cortelyou, president of the Kansas Grain Dealers' Association, read at the meeting of the Grain Dealers' Union held at Mexico, Mo., on March 29, 1904.]

The subject of weights of grain is a very interesting one from the standpoints of both the country dealer and the receiver. The first and most important work of our grain dealers' associations was the correction of weighing methods at terminal markets. This was the very first work of our Kansas Association. In a few months after our organization, we took up this important question and organized what we called the check-weight bureau. This was organized to fill an important demand from our members to account for excessive shortages in shipments. At that time shortages were so common an occurrence that twenty or twenty-five bushels' shortage per car was not considered excessive, and no complaint made. Only the larger shortages were complained of, and the system of weighing at that time was so grossly and criminally careless, that everyone who became familiar with the methods was astonished at the irregularities—not that all the elevators were guilty, but some were.

This bureau was maintained some three years, and until its efficiency was so well proven that the Kansas City Board of Trade relieved us of the necessity of maintaining it longer, by organizing their own check-weight system. This system, carried on in Kansas City by its Board of Trade has fully demonstrated its usefulness, and all that can be said of it can also be justly said of the system in Chicago, and will also, I am sure, be as true of the same system as it is now being adopted in St. Louis, Memphis and other terminal markets, thanks to the advisory committee of the National Association. There is no doubt that in the near future every terminal market will be brought to recognize the advantages of the check-weight system carried on by honest, capable and efficient men.

The true and sensible way of weighing grain at terminals is to have weighers who are not interested in giving either short or excessive weights, and whose terms of office depend entirely on administrative ability. This is the end sought for by all in the establishment of the check-weight bureaus.

The principle of this check-weight system carried on by men whose positions depend on efficient, disinterested service, is sound, and this service can never be approached in efficiency by any state weighing force appointed by political influence. Will the time ever come when the shipper will not be compelled to pay twice for weighing his grain?

It is worth noting the great improvement in facilities for correctly weighing in terminal markets since this weight question has been agitated. Terminal elevators show as much improvement in facilities for weighing as in construction. Hopper scales used are of larger capacity and registering beams make mistakes almost impossible. Thus we realize that the development of this check-weight system and the reforms worked out thereby have brought the weighing of grain at terminal markets very near to perfection. I wish we could hasten the day when every market in the United States would adopt and perfect some system of check-weighing, so that everywhere shippers would have the same absolute confidence in weights as they now have in those at Chicago and Kansas City. Confidence is so strongly established in the correctness of weights in these markets that a shipper who has a shortage now is more than ever apt to believe the error his own.

I must confess that while the terminal markets have made great advances in methods and facilities for weighing, the country dealer has not kept pace with those improvements. The country dealer, in too many cases, depends on the same methods and facilities for weighing his grain as were in use ten to twenty years ago. The ordinary platform scales are too often only short ones, weighing the wagon alone, giving the driver a chance, by the

use of his brake and team, to manipulate the weights somewhat to his advantage. The longer scales, weighing team and wagon, are too often out of level on account of poor foundations and rotting timbers. These as often weigh against as in favor of the country dealer. Many a country dealer's reputation for correct weights has suffered from these causes, when his intentions were absolutely honest. I know a country elevator whose stock book showed at the end of a year a shortage of 2,800 bushels, just because the weights of the wagon scales were too heavy, caused by rotting timbers.

I advise country dealers to do as I have done. The inside beams of my wagon scales are now made of steel and only the floor is of wood. I only wish I could get the outside frame of steel also. Anything you do to lessen the risk of having your platform scales get out of order is money well expended, and means dollars in your pocket and laurels to your reputation. I have advocated in our Kansas Grain Dealers' Association that the dealers, either through their association or by the dealers on each line of railroad clubbing together, arrange for a competent scale expert to visit each country dealer at least once a year (and better, twice a year) to inspect his scales. If this were done, the country dealer would be in a position to absolutely prove his weights correct and might thus furnish evidence of and collect for shortages he might otherwise fail to realize on.

I would be glad to have this question further agitated and acted upon. We owe it to ourselves to be able to prove our weights to be right as well as that supreme satisfaction it is to everyone to be able to say: "My weights are right, and I can guarantee them."

Every country elevator ought also to be equipped with a first-class hopper scale of as large capacity as possible. The smaller your scales the more drafts to the carload, which multiplies the chance of mistakes. These hopper scales ought to be set upon foundations independent from the bins, so as to prevent liability of being thrown out of level by settling of the elevator when loaded. All precautions and safeguards for correct weighing are just as proper and essential to the country dealer as to the terminal elevator, and the shipper who has no facilities in his elevator by which he can positively prove the actual weight of every car of grain he ships is never in a position to ask justice, either from the railroads or from the receivers of his grain. Nor is this shipper in the country in a position to take advantage of the sale of his grain on his own certified weights. My elevator is equipped with a good hopper scales, and I have sold hundreds of cars of grain on my certified weights, and never had a complaint of shortage.

What is known as a clean bill of lading for grain—the railroad actually receipting for and agreeing to deliver the full amount of grain put into a car—has been agitated in times past at different grain dealers' meetings, but to conservative shippers it has not seemed as yet to be practicable and has been absolutely refused by the railroads. If every country elevator was equipped with good hopper scales, kept in perfect order, there would be justice in the shippers' demand for a clean bill of lading. If the box cars furnished by the railroads were in the condition they ought to be, and the facilities for weighing at point of origin perfect, it certainly would work no injustice or hardship to the railroad company to demand that they deliver as many pounds of grain as they receive. If the facilities of the country dealer were perfect and his honesty unquestioned, and the same were true at the terminal elevator, then the only chance for shortage in shipments would be due to the poor equipment furnished or to accidents in transit, for both of which the railroad carrier should in justice be held responsible.

There was a somewhat doubtful rumor on 'Change, Chicago, on April 4, with Callahan of New York as authority, that three loads of American corn were on their way home from Europe.

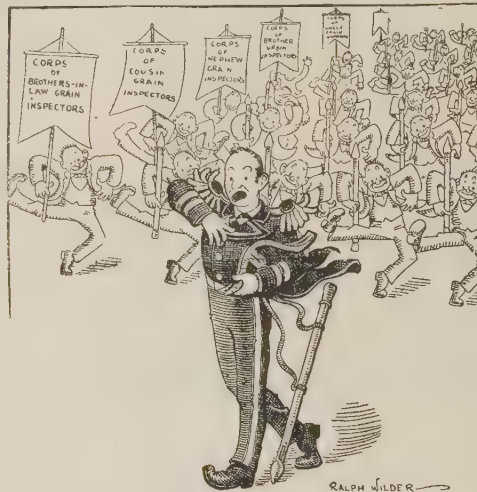
INSPECTORS IN POLITICS.

There was a primary on about a month ago in Minneapolis, in which important delegates were being selected, whose duty it would be, among other things, to nominate candidates for members of the state railroad and warehouse commission. Judges Mills and Miller, of the present commission, are candidates for reelection. The commission, however, issued the following statement just prior to the primary:

"The position of the commission is that it has no right to use the machinery of the state government to further the interests, or to injure the interests, of any candidate for any office, either by directing or by permitting its employees to work for or against any such candidates. The commission does not take upon itself to interfere with the right of its employees to exercise as citizens their personal choice as between candidates, but it does take the ground, and it has so given instructions, that employees shall not take an active part in the campaign of candidates."

This may be taken seriously, or it may be taken in a Pickwickian sense, so far as the language of the notice goes.

In Chicago the political reporter, with a nose, has discovered that there are thirteen members of the Bidwill family, from the eleventh and adjacent



A SCENE FROM "PINAFORE" IN THE CHIEF GRAIN INSPECTOR'S OFFICE.

SONG—SIR JOSEPH PORTER-BIDWILL—

"O! I am the Grain Inspector
And the Delegate Elector,
And all the jobs that I can see
I endeavor to keep in the familie."

CHORUS OF GRAIN INSPECTORS—

"And so do his nephews and his brothers-in-law
and cousins!
His brothers and his cousins,
Whom he reckons up by dozens!
So do we!"

wards, on the state, county and city payrolls in Chicago, of whom Joseph E. Bidwill, chief grain inspector of Illinois, is facile princeps. According to the list of the Record-Herald there are in the grain office a brother, five brothers-in-law, a cousin and a nephew, in the grain office, at salaries of \$2,400, \$1,800 (4), \$1,500, 1,200 and \$900, his own being \$3,600; a cousin and a brother-in-law in the county treasurer's office, a brother-in-law in the sheriff's office and a cousin in the Superior Court clerk's office.

Well, as the man responsible to the "machine" for the behavior of the eleventh ward and its delegates, "Joe" probably earns these places, and it must be said of him that he has always "delivered the goods."

GRAIN AT MINNEAPOLIS.

The annual report of G. D. Rogers, secretary of the Minneapolis Chamber of Commerce, sent to the printer on April 1, says that while the wheat crops of the past several years have been affected by bad weather and many conditions have been against a heavy movement, wheat receipts in Minneapolis totaled 86,804,070 bushels and fell only

four per cent under the high record. It is believed that with a year of good weather a new high record will be established.

Oats receipts showed a big gain at 22,384,050 bushels, against a little more than 10,000,000 during the previous year.

Barley also showed an increase of about 4,000,000 bushels.

Mr. Rogers wants reciprocity with Canada. He says no surer way could be adopted to curtail the flour industry of the Northwest than to maintain a tariff on Canadian wheat.

GRAIN SAMPLERS AT CHICAGO.

The question of abandoning the present system of taking samples of grain by private samplers appointed by the Board of Trade, and substituting therefor a "department of grain sampling," under the direct supervision of the board of directors, will come up for settlement in May.

The present samplers are "rustling," of course, for their business, and have the moral support, at least, of their friends in Chicago, and of a number of exporters and buyers at New York, including Parker-McIntyre, A. A. Fowler & Co., E. Pfarrus & Co., Hecker-Jones-Jewell Company, McIntyre & Marshall, J. S. Hagemeyer & Co., R. W. Forbes & Son, F. R. Rohe & Co. and Ely Bernays, who recently sent to Chicago a protest against "a measure which would be so unjust to the interests of those who trade freely with your market. We believe," they said, "such a measure would tend to disputes and complications, be subversive of the rights of buyers, and prove a great barrier to the promotion of trade between our markets."

On the other hand, Chicago commission men who have interested themselves in the matter believe the creation of such a department would benefit the trade. "I favor the proposal," said W. N. Eckhardt, of the Pope & Eckhardt Company, a member of the grain committee of the Board, "because we will get more uniform and equitable service; and, second, because it will decrease the expense and tend to eliminate a lot of losses suffered by the Western shipper of grain to this market, and also make the system one recognized by buyers as a decided improvement over present methods. It seems to me that a bureau of samplers under the direction of the best man procurable, and responsible to the board of directors—a bureau run on the same general lines as is the weighmaster's bureau under Foss—with the pick of the samplers under him, should give universal satisfaction to the trade. Of course, sampling is not as exactly determinable as the weighing of grain, but with a man at the head of the bureau who is decided upon as the most competent judge of grain, much greater uniformity of sampling will result than obtains at present. Some of the objections raised to this plan are based on the erroneous idea that the bureau will sample both for the buyer and the seller. As planned, it will not interfere with the work of the receiving agents; it will only be a department to which buyers who wish to have grain resampled can refer. The net profits of the samplers last year some estimate as high as \$15,000. The year before they were about \$12,000. This heavy cost to the trade could be reduced, I think, under the proposed change."

H. N. Sage of the same committee has said: "There has been and is much dissatisfaction with the present method under which any one of about half a dozen different samplers bring so-called official samples of grain. The trade recently, by concerted action among the several samplers, was compelled to submit to an increase in the cost of such service of 40 per cent, the charge per car being advanced from 25c. to 35c. It is believed that under one department the cost can be reduced and still allow the department to be more than self-sustaining."

The Kansas Grain Inspection Department has earned by inspection in Kansas of the 1903 crop to March 1 a net profit of \$13,000.

COURT DECISIONS

[Prepared especially for the "American Elevator and Grain Trade" by J. L. Rosenberger, LL. B., of the Chicago Bar.]

No Implied Warranty as to Seed Growing.

Where there was no evidence of any intended fraud or deceit in the sale of certain seed, but, on the contrary, it was quite clear that, relying upon his own judgment and past experience, the purchaser bought a specific article, as, for example, what was known and recognized as "Western German Millet Seed," the Court of Appeals of Kentucky holds (*Gardner vs. T. J. Winter & Co.*, 78 Southwestern Reporter, 143) that, under these circumstances, there was no implied warranty that the seeds would germinate and produce good crops, or that they were reasonably fit for the purpose to which they were to be applied. As to whether the seed sold actually belonged to the variety of Western German millet seed was a question for the determination of the jury.

Validity of Demurrage Charge.

A party engaged in the wholesale grain and feed business handled large numbers of cars of hulls, feedstuff, grain and other commodities requiring track delivery. For convenience in unloading and handling freight, he leased a portion of a warehouse located on a spur track, known as the "compress track," the larger part of which was used by a cotton compress company and other concerns. A controversy arose as to his liability for certain demurrage charges. The question of the validity of the rules of a car service association for the collection of demurrage seems never to have been in the Supreme Court of Mississippi before; but, the amount charged being reasonable and the rules appearing to be fair, it holds them valid (*New Orleans & Northeastern Railroad Co. vs. A. H. George & Co.*, 35 Southern Reporter, 193), as in accord with an almost unbroken line of decisions in other states, and, precedent aside, as supported by justice and right.

Having reached the conclusion that rules imposing reasonable demurrage charges upon dilatory consignees are fair, just and enforceable, the court next takes up the question of how they are to be enforced. It should be borne in mind, it says, that the duty of a railroad company as a carrier of freight terminates, under the decisions of this court, when, the freight having reached its destination in good order, the consignee is legally notified of its arrival. After that time the railroad holds as a warehouseman and bailee for hire. But in the present case, whether the company held as a common carrier, or as a warehouseman and special bailee, it was, in either of these capacities, rightfully in possession, and had a right to retain that possession until its legitimate charges were paid. It may be true that there is a technical distinction between the lien here claimed and the common law lien, though the difference is more imaginary than real; but it is undoubtedly true that the warehouseman, as a bailee for hire, has a lien for his reasonable charges, and this is recognized as to warehousemen by the express terms of the Mississippi code, in which a lien is given for freight and storage, coupled with a power to sell in a manner therein pointed out. If a carrier has a lien for storage charges if the freight is unloaded into a warehouse, upon what principle can it be denied if, by the action of the consignee, the cars themselves become the storage houses, particularly when the consignee knows in advance, by his course of dealing with the carrier, that the charges will be incurred if he delays in receiving his freight? Knowing the rules governing the transaction, the voluntary action of the consignee gives an implied assent to the charge and lien which those rules assert.

Nor does the court consider that there is any

force in the argument which concedes the right of the carrier to make demurrage charges, but contends that the goods must be delivered and then the carrier sue for the amount. It thinks that the true and just rule, supported by reason and the more modern decisions, is that a railroad company has the right to retain from each consignment one or more cars to secure itself for the freight and demurrage it claims on such consignment.

As to the contention that the railroad company had in this case failed to notify the consignee in the manner required, the court thinks it enough to say that the object of the rule was reached and the law fully complied with when the consignee was advised of the arrival of the cars.

As to the contention that the railroad company had failed to tender delivery of the freight as required by the rules of the car service association, the court says that there was conflict as to the fact. There was much proof that the siding was full. Whether the siding was filled with cars consigned to the complainant or to the cotton compress, in either event the railroad company was excused from delivering upon the siding. If he had his full quota of cars, then he had no ground of complaint. If the siding was filled with cars for compress, it had equal right to use of siding, and the railroad company was not liable. To sum up, the sole question of disputed fact was: Was the siding so filled with cars consigned to the complainant, or to others entitled to the use of the side track, as to prevent the railroad company placing the cars until after the expiration of the "free time?" If so, the railroad company was entitled to the verdict; if not, the complainant should recover.

Sufficient Delivery and Acceptance of Hay.

A dealer and farmer, at the former's store, made a verbal agreement early in June that the former would buy the latter's hay in his barn, estimated to be between 15 and 20 tons, for which he was to pay \$6 a ton. The dealer was also to press the hay in the barn, all to be done before haying time, and after the hay was pressed the farmer was to haul it to the depot or to the storehouse, the dealer's place of business at the depot.

About July 1 the farmer asked the dealer if the press was going over, and was told it was. He said that he did not want it to go until the following Wednesday, July 6. The dealer employed a man to press the hay. The latter's press and men to operate it were at the barn on July 6 and pressed the hay, there being nearly 19 tons, into bales of 200 to 300 pounds each, and marked the bales. The dealer paid for the pressing at \$2 per ton. The farmer refused to allow him to have his hay after it was pressed, and the dealer brought an action to recover the damages.

In defense, the statute of frauds of Maine, requiring written contracts, was pleaded. But the Supreme Judicial Court of Maine holds (*Edwards vs. Brown*, 56 Atlantic Reporter, 654) that the delivery by the farmer to the man employed to press the hay, the dealer's agent, and the pressing by him, were a sufficient delivery and acceptance by the dealer to satisfy the statute of frauds.

It says that this man was employed and paid by the dealer to press the hay. For that purpose he was his agent. In pressing, he acted for him and under his authority, and had actual physical possession of the hay while so engaged. The permission of the farmer to this was evidence of a delivery by him. This was a sufficient acceptance and receipt by the dealer to satisfy the statute of frauds, and it would seem sufficient to pass title to the hay, subject, of course, to the dealer's right to reject, if the hay was not merchantable.

The hay was left in the farmer's barn after it was pressed by the dealer's agents, as the dealer's hay, to be hauled to the depot by the farmer, in accordance with the agreement. That was the only purpose for its remaining there. When the farmer refused to haul the hay to the dealer's storehouse at the station, which he had agreed to do, he violated his legal contract and became responsible to the dealer for his damages.

HAY FOR THE PHILIPPINES.

The hay demand of the army in the Philippines has been a real godsend to the Pacific Coast farmers and dealers. The quantity consumed is large and must all be imported from the United States; and in consequence there has been a steady demand at very remunerative prices. Hitherto the bulk of this hay has been bought in Washington and Oregon; but recently when bids were advertised for by the quartermaster-general, hay dealers all along the Coast put in bids and California bidders were successful.

This result rather surprised the Washington bidders and miffed them as well, whereupon Senator Foster of Washington, as well as the War Department, were bombarded, so to speak, with arguments to the effect that Washington hay is so much better than the California article, that the California price was, in fact, rather higher than lower than the other bids. In fact, it is said, the Washington hay men were so confident of the superiority of their article over that cut and dried in any other state that they telegraphed Senator Foster their intention to send samples of the hay of the three states to be submitted to the hay experts of the War Department. Sure enough, the hay arrived in due time, although the senator himself had forgotten to prepare for its reception; and the story is told about Washington City, that when a few days ago a big package arrived at his quarters at the Arlington Hotel, Senator Foster sent it to his wife, thinking that it was something that would interest her. Before doing so, however, he paid an express bill of \$7.50, which was demanded by the express messenger. Mrs. Foster proceeded to open the package and to take out the hay that she found in various compartments. She thought that the hay was only the wrapping for something of a breakable character at the bottom. Nothing but hay was found, and, while Mrs. Foster was studying over the problem, Senator Foster arrived and took in the situation. He then sent the fodder to the department, with the request that the hay expert of the department analyze the different grades and ascertain if the Washington product is, in fact, superior to all others.

Meantime President Dexter of the National Hay Association calls the department's attention to the fact that the department "has bought timothy hay, oat hay and wheat hay, at prices that seem to be higher than the best quality of timothy raised in the middle West can be laid down at New York City, allowance being made for double compressing." On behalf of the National Hay Association, therefore, he directs the quartermaster's attention to the well-known superior feeding qualities for horses and other army animals of the timothy hay grown in the territory north of the Ohio and Potomac rivers and east of the Mississippi River. "This fact," he says, "is attested not only by experts of the Agricultural Department, but by the judgment of persons with long experience as feeders and handlers of stock. Not only is the timothy hay grown in this territory far superior to the timothy hay grown elsewhere in the United States, but it is immensely superior to either oat, wheat or barley hay." And he requests "on behalf of the National Hay Association that whenever hay is purchased for the Philippines, an equal advantage be given bidders at the Atlantic ports, through which gateways the fine grades of hay from east of the Mississippi River can be exported."

The quartermaster-general says he will investigate, etc.

Among 20 varieties of oats tested in 1903 at the Kansas Experiment Station at Manhattan the "60-day" oats, a new variety recently imported from Russia, gave the largest yield of grain, 53.9 bushels per acre. The three varieties giving the next largest yields were: Black Beauty, 52.1; Kherson, 46.7 bushels, and Red Texas, 43 bushels per acre. The early maturing varieties yielded much better and early sowing is desirable that the crop may escape the hot weather blight.

T. A. BRYANT.

Railroading from the telegraph office is always a good business to be graduated from; that is, if a man has the proper kind of ambition in him and the capacity to get somewhere. At any rate, Tilghman A. Bryant of St. Louis, after ten years in railroad work as telegrapher and train dispatcher, resigned to take up commercial telegraph work with the



T. A. BRYANT, ST. LOUIS.

Western Union and Postal Companies, from which he stepped easily into the commission business.

His experience, therefore, covers stocks, cotton and grain, from the standpoints of both the office man and the traveling solicitor. He was on the road for several years soliciting option business before taking up, as he has during the past year, the cash grain side of the business. As representative of the Brinson-Waggoner Grain Company of St. Louis, he has had good success, and finds his present work exceedingly pleasant and fascinating. His territory is Nebraska, where he has been making many friends. He accompanied the Nebraska party on the recent trip to New Orleans, and has all kinds of fine things to say of the Nebraska dealers in their social as well as business capacity.

ORDER BILL OF LADING.

The following bill has been introduced in both branches of Congress, and referred to the committee on interstate and foreign commerce, of the House, and to a similar committee of the Senate:

A bill concerning receipts and bills of lading issued by common carriers engaged in interstate commerce relating to property transported in such commerce.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That whenever any property to be moved in interstate commerce, for which a receipt or bill of lading shall have been issued by a common carrier engaged in such commerce, is by such receipt or bill of lading consigned to the order of any party, the property shall not be delivered by the delivering carrier without the surrender to it of the receipt or bill of lading properly indorsed, but partial delivery of such property may be made upon production of the receipt or bill of lading to said delivering carrier and its indorsement thereon of such partial delivery. Whenever property is not so consigned to order, the carrier at destination may, at its option, make delivery of the same without requiring the production or surrender of the receipt or bill of lading issued therefor.

Sec. 2. That any willful and fraudulent violation of the provisions of this Act shall constitute a misdemeanor, and any person or corporation convicted of such violation shall be subject to a fine not exceeding one thousand dollars or imprisonment for a term not exceeding one year, or both, at the discretion of the court.

Sec. 3. That all Acts or parts of Acts inconsistent with the provisions of this Act be, and the same are hereby repealed.

This bill is opposed by the National Hay Association for the following reasons, which have been

presented to the committees named by John B. Daish, counsel for the Hay Association, to wit: "(a) The matter is entirely one of contract between the shipper and his assigns and the carrier; (b) being a civil matter, there ought to be no criminal statute on the subject or a penalty for failure to enforce it; (c) there are no reasons urged why the matter should receive legislation, as the contract takes care of itself; (d) if the matter of bills of lading in interstate commerce is to receive legislation, it should be by a bill defining the rights of all parties, original and subsequent, and providing for a bill of lading uniform in all interstate trade."

Substantially the same objections are urged against the bill by the officers of the Grain Dealers' National Association.

A SNAPSHOT AT THE BURRELL MANUFACTURING COMPANY.

The Burrell Manufacturing Company is located at Bradley, Ill., just fifty-five miles from Chicago on the Illinois Central Railroad, having direct lines to Chicago, St. Louis, New Orleans, Omaha and Minneapolis. Bradley is also on the Three-I Railroad, which crosses every line in Illinois running into Chicago, making shipping facilities at Bradley equal to those of Chicago. Bradley also takes Chicago freight rates both in and out.

The Burrell Manufacturing Company, owing to its increased trade, decided at its last annual meeting to increase its capital stock to \$25,000. This is the second increase since the Company was formed four years ago with a capital stock of \$5,000. They find no trouble in disposing of stock to home people who have watched the progress of the Company since it removed to Bradley.

A description of the Company's plant shown in

The officers of the Burrell Manufacturing Company are all practical men. W. C. Burrell, president, is a machinist and engineer by trade, having had twenty-two years' experience in the mechanical line. He is also a designer of machinery, having taken out a number of United States patents on elevator machinery which is manufactured by the Burrell Manufacturing Company. F. V. Nelson, secretary, is a graduate of Dixon's Business College and has had four years' experience in the machine shop and several years' experience as a machinery inspector, it being his duty to inspect all machinery before it leaves the plant. R. W. Burrell, treasurer, is also a machinist and molder by trade, having had several years of experience as a foreman, and is thoroughly posted in the different branches of the Burrell Manufacturing Company's business. He has charge of all five departments of the plant, the machine shop, sheet iron shop, foundry, pattern shop and bucket department.

NEBRASKA GRAIN DEALERS' ASSOCIATION.

The annual meeting of the members of the Nebraska Grain Dealers' Association will be held in Lincoln on Wednesday, April 27, 1904, at the Lindell Hotel, opening session beginning at 10 a. m. sharp.

The railroad companies have granted a rate of one and one-third fare for the round trip, conditional, however, upon a minimum attendance of 100; fares costing less than 50 cents one way not to be counted. Those who attend this meeting must not fail to take receipts when purchasing tickets and immediately upon arrival in Lincoln should place these receipts in the hands of the secretary, as the receipts must be properly endorsed by the joint agent, otherwise holders cannot secure the rate reductions. The privilege is given of purchasing



SHOPS OF THE BURRELL MANUFACTURING COMPANY AT BRADLEY, ILL.

the engraving is about as follows: The machine shop is 40x110 feet and the sheet iron shop, 40x80 feet, both equipped with up-to-date tools. The elevator bucket shop is 40x60 feet and equipped with special tools, all designed and made by the Burrell Manufacturing Company. The foundry is 40x80 feet and equipped with the Burrell Molding Machine and Hammer's Core Machine. The pattern shop is 24x30 feet and has a complete set of woodworking tools. There are also two stock sheds, each 24x30 feet, and a pattern vault, 24x30 feet in size, with two floors.

With the above facilities the Burrell Manufacturing Company say they are in a position to figure on anything in the grain elevator line. While they make a specialty of elevator buckets and patented articles, such as will be illustrated from time to time in the "American Elevator and Grain Trade," they solicit inquiries on regular or special lines of machinery or sheet iron work.

tickets three days prior to the meeting and of returning three days after the close.

This meeting is for the purpose of electing officers for the ensuing year, as well as outlining the future policy of the Association. The meeting will, therefore, be a very important one, and it is sincerely hoped no member will let anything interfere with his attendance. Members should also bring along their brother grain men who are not members.

The Kansas Experiment Station finds that the six-rowed bearded type of barley ranked first in quality of grain and in yield in the experimental work of 1903. The best yielding varieties were: Common barley, 33.9 bushels; Bonanza, 33, and Mandscheuri, 32 bushels per acre. Barley was not injured so badly by hot weather as were oats. This crop may be sown successfully throughout the larger part of the state.

WEIGHING DEPARTMENT LOSES MONEY.

The grain weighing department of the Railroad and Warehouse Commission of Minnesota is losing money, the deficit for crop of 1903 being no less than \$11,129, against a deficit of \$4,005 for crop of 1902, and a surplus at end of crop year of 1901 of \$5,817.

"The number of cars weighed under the supervision of my office for the crop year just closed," says Mr. Quist, chief weighmaster, on March 30, "is smaller by 4,914 than the number weighed the previous year, and this is regardless of the fact that the volume of grain in bushels increased 12,923,607 bushels over the previous crop year.

"These figures show the tendency toward fewer carloads and much larger cars. The limit of size of grain-carrying cars has not yet been reached. The new cars that are being built for the grain carriers are of the largest type, capable of hauling heavier loads and more bushels of grain than any formerly in common use.

"It is evident that some method must soon be reached whereby the charges for weighing will be in proportion to the volume of grain weighed, instead of a given fee per car. Since the use of larger cars entails more work in weighing them, it is not unreasonable to suggest a new system under which an extra charge be made on cars containing more than 1,000 bushels."

Mr. Quist compliments the state patrol service in the terminal and transfer yards of the various lines, and he is strongly in favor of extending it. It is the best system that can be devised, he believes, to prevent loss from pilfering and car sweeping, and has been of great value to shippers of grain.

GRAIN ON THE TROLLEY.

A coming problem of the grain trade is the influence of the trolley roads now building in all parts of the country on the movement of grain. Ordinarily the trolley roads have been looked upon as passenger roads almost exclusively, or at least as carriers of light package freight only, in the nature of express. But more recently new trolley lines have, as far as possible, wholly deserted the highways, to build their tracks on their own land, intimating thereby both an intention to do as little interurban business in passengers as possible, and to handle freight as far as the franchises through the cities will permit.

In Ohio, where, perhaps, the trolley system is as fully developed as anywhere in this country, the traffic managers are distinctly in the field for freight, and the Toledo Blade tells us that:

"Apparently the day is not far distant when a series of grain elevators will extend along the line of the Toledo & Western Railway from Toledo to Pioneer and Adrian, for the purpose of storing grain for shipment over this prosperous electric road. Two of these elevators—one each at Metamora and Lyons—were completed some time ago and are full of grain at this time. Separate companies for the building of elevators have been organized at Pioneer, Fayette and Morenci, and some of the buildings have already been started. It is possible that the company at Pioneer will build two. Owing to the unfavorable condition of the weather and the scarcity of cars, the Toledo & Western has not been able to handle much grain since the first of the year, but the time is not far distant when grain shipments will be one of the most important features of the freight traffic business of that road. Like some of the steam lines, the Toledo & Western is short of cars, and cars cannot be had for love nor money. The company has a pretty good supply of its own, but they are wholly inadequate to meet the constantly growing demands. As late as March 9 Superintendent Franklin had on his desk calls for 75 empties, largely for the shipment of grain. When it is possible, the company leases cars from such steam lines as have condescended to recognize electricity as a factor in the moving of freight. It is probable

that the Toledo & Western will go into the market for new freight cars within the next few days."

In Illinois conditions are materially different. Yet a Macomb newspaper tells a story that shows what may be "in the wind": "A farmer living between twelve and fourteen miles south of Macomb, which is his market town, had 600 bushels of wheat to ship. Under ordinary circumstances, and before the new railroad was built from Macomb to Littleton, this would require twelve days with a good team over the best of roads, to get to town. One day, however, he wished to dispose of it. The morning train took a grain car down to within half a mile of his home. Between 10 a. m. and 5 p. m. the wheat was loaded; it was in Macomb shortly after 6 o'clock and on its way to the big city markets very soon after arriving there. This is one benefit that hundreds of farmers receive with the building of the new road."

JEFFREY CENTURY RUBBER BELT CONVEYOR.

The accompanying illustration shows the Jeffrey Portable and Adjustable Belt Carrier, for handling almost all kinds of material in bulk or package.



THE JEFFREY CENTURY RUBBER BELT CONVEYOR.

The sectional conveyor is designed especially with a view of adapting it to the loading and unloading of barges, steamboats, cars, etc. It is made up in sections of different length to suit local conditions. It is of light, substantial steel structure, designed for the smallest possible space, and at the same time is very strong, and in service will handle heavy packages easily without undue wear and tear.

The conveyor consists of a heavy steel frame constructed largely of channel iron, provided with special carriers. These can be made adjustable, so that the belt can be run straight or in the form of a trough, the latter being desirable where it is necessary to handle material in bulk. The conveyor is mounted on castors so that it can be easily moved from place to place. It is driven by portable motors where electric power is available, so that there is no limit as to length and width conveyor can be extended.

These conveyors are manufactured under the Anderson patents; and a descriptive catalog on this subject may be had by addressing the Jeffrey Manufacturing Company, Columbus, Ohio.

On March 11 a carload of wheat was sent from Memphis to Franklin, Tenn., that weighed 110,000 pounds, or 1,833 bushels. It was loaded in a B. & O. car at the Merchants' Elevator and consigned by

the J. Rosenbaum Grain Company of Memphis to the Little Mill Company, Franklin. The tonnage was the largest ever loaded in Memphis, if not in the United States. The capacity of the car was 100,000 pounds, but under the rules of the railroad the shipper was allowed to add 10 per cent additional weight.

BROOM COMPANIES MERGE.

The leading broom companies of the company have merged as the National Broom Company, with capital of \$13,000,000. P. J. Monahan of Arcola, Ill., and Chas. E. Locke of New York were the promoters.

This combination, which has been working toward a consummation for some months, may explain what has been puzzling many who were interested in broom corn, i. e., why the price remained stationary for the past four months; for since the merger was completed trade in brush has been more active, in spite of uncertain roads.

From the present indications the planting in central Illinois and also in Oklahoma and other Southwestern districts for next crop will be larger this season than last, some reports being that the increase in some districts will be 100 per cent. In Oklahoma, which has come to be a conspicuous producer of broom corn, it is estimated that the acreage will exceed that of any season in the territory.

Last fall throughout northwestern Oklahoma, especially in Beaver and Woodward counties, there was a big acreage and the high prices that prevailed made the growers a neat profit and encouraged the planting of a more extensive acreage this year. In southwestern Oklahoma, also, especially in Comanche County, much broom corn was grown and a larger acreage is contemplated this year. All farmers in the southwestern part found that broom corn withstood the dry weather well and were amply repaid for their trouble.

Whenever given proper care and attention broom corn has done well in Oklahoma, and many farmers have realized large profits. The satisfactory results of last season are making many with no experience think of growing it this year; there are many farmers coming into Oklahoma from Illinois, who have grown broom corn there and who are the leaders in its culture here. The yield per acre in this territory has been from one-fourth to one-half ton of the cured product. In 1900 only the states of Illinois, Kansas and Missouri outranked Oklahoma in the total output of broom corn, and the acreage is doubling every year since.

"Dad," said little Reginald, "what is a bucket shop?" "A bucket shop, my son," said the father, feelingly, "a bucket shop is a modern coöperage establishment to which a man takes a barrel and brings back the bung-hole."—Town Topics.

The Northwest Grain Dealers' Association of Manitoba has arranged with the Kansas Grain Dealers' Association for a daily wire from Topeka, Kan., giving information on the crop and weather conditions of Kansas and Oklahoma, in order to keep well informed as to the growing crop.

The insurance men at Chicago are advocating a radical change in grain insurance practice in this city, which will also increase the rate from 40 to 45 cents per \$100, beginning September 1 and ending December 5, the close of navigation. For many years the fall rate on grain has been 40 cents to November 30 and then 1 per cent for the five days in December. If the change is adopted barges would be excluded from the insurable list after November 30. Shippers are much in favor of the change, as it would save them from the trouble which arises every year in the sudden jump of grain insurance rates at noon, November 30, from 40 cents to \$1 per \$100. Some underwriters have been strongly urging that grain insurance rates be based upon the valuation and classification of vessels, instead of following the old system of having a flat rate for all ships of "A" rating, regardless of size or value.



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ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, ILL., APRIL 15, 1904.

Official Paper of the Illinois Grain Dealers' Association.

THE JUNE CONVENTION.

The editor of the "American Elevator and Grain Trade" agrees with Mr. Rogers of Philadelphia, who objects to holding the annual convention of the Grain Dealers' National Association in June, but for another reason. As this publication will, like Mr. Rogers, attend the Hay Association meeting the previous week, after having attended or provided for from one to three other conventions during each week in June, which Mr. Rogers will not attend, probably, the editor anticipates a serious attack of "that tired feeling" long before the National Association meeting is due.

However, as at least 85 per cent of the grain trade of the country desired the change of date of the national meeting from October to June, because June is a more convenient time for them to leave their business, we concluded it the better part of valor to restrain our feelings and our language and "go with the crowd."

Our Eastern friends should do the same, because, in the first place, the convention will assuredly be held in June, and, in the second place, because—well, "just because." It's but a poorly organized business that can't let the head of the concern out for a two weeks of continuous travel and absence without going into a decline, and Secretary Stibbens will probably be able to announce that railway stop-over privileges at Chicago will be arranged for, so that World's Fair round trip tickets can be used by Eastern travelers, which, with a low rate from Chicago to Milwaukee and return, will enable them to attend both the St. Louis and Milwaukee conventions on the one ticket.

Besides, one has a suspicion that when these Eastern good fellows reach Milwaukee—in

June—and once get their bearings and conquer the geography of the city—Whitefish Bay and the Palm Gardens—they will readily become reconciled to the date, for "what is so rare as a day in June"—in Milwaukee?

THE NATIONAL CONVENTION.

Secretary Stibbens has made arrangements to make headquarters for the June convention of the Grain Dealers' National Association at the Plankinton Hotel, Milwaukee. This house has a large assembly hall, in which the sessions of the convention will be held, while on the floor above there is another hall that will be set apart for the use of the Chief Grain Inspectors' Association and their grain sample tables. The housing of both associations under the one roof will undoubtedly be a benefit to both by insuring a more regular and continuous attendance of delegates through the concentration of attractions.

"HIS SISTERS, COUSINS," ETC.

Certain Chicago newspapers criticise Chief Grain Inspector Bidwill for taking care of his own in political places in Cook County, and, just as a matter of passing interest, there is produced elsewhere the cartoonist's joke on this story.

But one must confess to a sense of injustice to Mr. Bidwill. The public truly does not admire nepotism, but men in much bigger offices than Mr. Bidwill has yet held, say, His Excellency the Governor, just to be "in the family," have been guilty of this sort of favoritism, if one may be said to be guilty because he gives to or gets for his relations jobs other people want quite as badly.

Don't let us be hypocritical. If Mr. Bidwill's various relatives in office do their work properly, why object? If they do not—why, then let the shot be aimed at the system that makes it possible for Mr. Bidwill to put his relatives in office over the heads of other men better fitted for the places.

Give the state a civil service law; then, if there is favoritism, complaint will be in order and justifiable. Just now it is hardly either in order or justifiable.

CONTRACT CORN.

The Chicago Board of Trade has again rejected, by a vote of 578 against to 183 for, the proposition to make No. 3 corn deliverable on contracts at a penalty of 3 cents. No doubt the published opinion of the Board's attorney, as against it from a legal standpoint, had much to do with this result, but it is clear there is on the Board a militant opposition.

Having now laid this proposition on the shelf for the second time in so decisive a manner, how long may we expect it to be before No. 2 corn disappears from the Chicago market as a product of the farms? The proportion of arrivals having declined from 60 per cent in 1895 to 41 per cent in 1898, 19 per cent in 1899, 9 per cent in 1901 and 3 per cent in 1903, No. 2 corn is due to disappear wholly from Chicago before the end of the present decade, except as it comes from the elevator factories.

And what will Board of Trade seats be worth then? To the onlooker the Board's attitude

would seem rather short-sighted, since something must be done to enable the shipper of corn to get speculative protection for his trades or deliver the entire cash corn business over into the hands of the line elevator companies or the farmers' elevators, and let the speculative business of the general public go with the disappearing cash grain. If the problem of non-contract corn can't be settled by a penalty clause the Board ought to invent some way of handling contracts for No. 3 corn that will create a speculative basis for country hedging, or expect, sooner or later, to lose both the speculative and cash business in that cereal in large part.

Meantime corn shorts may expect their old-time periodical skinning.

SENATOR McCUMBER TALKS.

Senator McCumber can hardly expect the public to take seriously his address in the Senate, on March 30, recommending his scheme of national inspection of grain to the committee on agriculture and forestry. Founded, as it was, on a screed published by H. C. Stivers of the Board of Trade of Superior, Wis., some weeks ago, it was not to be expected that the Senator could be either accurate or fair to the grain trade of the Northwest. The speech presented four points:

(1) That because the grain inspectors and Eastern dealers who met at New York on January 6 condemned by resolution the principle of national inspection, therefore, prima facie, it is a thing desirable. Such argument is too puerile for comment.

(2) Mixing of grain is profitable to the elevator men; therefore it should be prohibited. The Senator does not understand, or, for the purposes of his argument, ignores the benefits of mixing to the farmer, who is able to sell at a good price screenings that he would be required to eliminate from his wheat if mixing were forbidden; and he forgets also that the mixer takes the risk in handling tough wheat, which he would not do if mixing and conditioning were prohibited.

(3) The elevator men in the country and the Minnesota state inspectors habitually under-grade grain, the loss thereof falling on the farmer. This statement twenty-two elevator men of the Northwest (representing 1,386 elevators, 724 in North Dakota), in a letter dated April 2, to Senator McCumber, specifically deny, with an offer to furnish proofs in support of the denial.

(4) That the elevator men habitually steal grain by short weights. Also denied in letter above mentioned.

But suppose the Senator's allegations were true, how would his system answer as a substitute for the present one? What the Senator wants is "state" supervision. He says:

The next important question is whether national inspection is feasible. The very fact that it is now done by the state answers the question. If under state law grain can be graded and inspected by officials, certainly it can be done as well under a national law. If it can be done by the officers of the state, what reason on earth is there for saying that the same duties cannot be performed by officers of the government?

But that is not, in fact, the question. The real question is, What reason is there to expect that the duties now performed by the state, and

of which the Senator so bitterly complains, will be any better performed by the officials of another "state"? The Senator neglects to mention a fact he should be acquainted with, to wit, that wherever the inspection of grain is in the hands of state officials there is continual complaint, whereas, when it is in the hands of grain exchange officials there is practically no complaint by either farmer or dealer.

The reason for this latter happy condition lies in the fact that the exchange inspection is in harmony with the needs of the trade and is flexible in so far as it meets crop conditions, whereas, the impersonality of the inspection which the Senator indorses as the real merit of state inspection is actually what makes state inspection an intolerable nuisance to the trade from both the shippers' and the receivers' points of view. Does anyone suppose that if the Chicago Board of Trade controlled inspection at Chicago the percentage of No. 2 corn would have declined from 60 per cent of the receipts in 1895 to 6 per cent in 1903?

And if that inspection is corruptible or incompetent, as Minnesota state inspection must be, if Senator McCumber's statements are true, what reason has he to expect that another form of state inspection will not be so or will be less so?

Nor is the Senator fair when he says: "I do not know that they (the gentlemen who met at New York on January 6) have ever condemned the political features of the Minnesota inspection laws." If the Senator were at all informed on the question he would know that the political features of the state inspection laws are exactly what the grain trade has complained of and form one of the chief reasons why, like the gentlemen at New York, grain dealers generally protest against national inspection.

THE ORDER BILL OF LADING.

Senator Elkins' bill, creating the "Order Bill of Lading," is printed in full in another column. In a brief filed with the senate and house committees, John B. Daish, in behalf of the Grain Dealers' National Association and the National Hay Association, representing 90 per cent of the freight that would be affected by this bill of lading, protests that no such legislation is now needed, as present laws and trade customs make the "order bill of lading" self-executing; but they ask, in case Congress persists in enacting such a law, that the present bill be changed, with a view to making these "order bills of lading" negotiable, with title to the freight in the lawful holder of the bill of lading, without his being required to give prior notice to the delivering carrier, except in case of notice. Mr. Daish represented also that these associations desire that the existence of the "order bill of lading" should itself be conclusive evidence of the receipt of the freight named therein and that no road shall refuse to issue such bill of lading; and that it shall be assumed to have been issued when it shall have been signed and delivered out of the custody of the company or its agent, and shall not be a bar to the holder's right to punitive damages which he would have had regardless of the measure.

But the law is really not needed; and laws not needed are bad. In this particular case,

among the reasons cited by Mr. Daish for the non-passage of Senator Elkins' bill, it is held that the matter is one of contract between the shippers and carriers; that it is a civil matter and ought not to have a criminal statute passed in regard to it; that there is no objection on the part of shippers, carriers or receivers to the present state of the law; that the custom of the trades using this form of bill of lading take care of the matter, and that if the matter of bills of lading is to receive attention at the hands of Congress for interstate shipment, the entire subject should be covered and rights of all parties defined and that a bill of lading should be provided for, which shall be uniform for all such traffic.

Mr. Daish has appealed to all commercial organizations for an expression of their objections to the bill, which should be sent to members of Congress at Washington at an early date.

PUNISHING JUVENILE OFFENDERS.

A couple of Chicago lads, not yet in their 'teens, who had frequently to undergo the ordeal of singing in school a "nature" song—"See How the Farmer Sows His Seed," or some such ditty—found relief by burning the hated "farmer book" in the teacher's desk after school hours, and incidentally the school building also. There was some subsequent regret on the part of the boys, visibly mitigated, however, by a prospective commitment to the John Worthy School, with the expectation of meeting there "Reddy" and "Skinny" and other infantile heroes of the neighborhood then "doing time."

The writer is not familiar with the attractions of this school as an appendage to the Chicago Bridewell, but to all appearances it has its charms for the seamy side of juvenile Chicago, and, considering the practice in the justice shops and the Juvenile Court, the boys' main concern in the premises seems to be to be able to break into the school without deliberately entering upon a course of incipient crime.

For first offense of car robbery, say of grain or goods, the justice usually discharges the boy with a warning; on a second arrest he is put under the scrutiny of an officer, who probably never sees him a second time outside the court; for the third offense he is sent to the Juvenile Court, where he is again discharged with an edifying, but, in most cases, unimpressive, lecture by the court; but on a fourth arrest he may hope to get a sentence to that Mecca of the budding Chicago criminal—the John Worthy School.

So, in practice, the Chicago police, or the railroad detective, is compelled to arrest the same boy at least four times before he can hope to get him punished even to the extent of a commitment in this school, which itself seems, in point of fact, to most of its inmates, rather a desired haven than a place of punishment.

It is easy to find fault with another's administration of any public function, especially one of this delicate nature, but, having in view the treatment of youthful grain thieves operating in Chicago railroad yards, one must confess to a belief that either the Juvenile Court and its

permissible sentences are defective, or the practice of the court in treating the children brought before its bar is unreasonably sentimental. It ought not to be necessary to arrest a boy four times before he is punished in a way calculated to check his opening career of crime. Four arrests for one boy ought in themselves be enough to put him in the criminal class, and any punishment at that time will probably have lost its corrective virtue and be viewed simply as a case of "hard luck," if severe, or merely as an interesting episode, if of the usual character—in either case casting a heroic glamor over the victim, both in his own and his fellows' estimation. The court ought to try some other plan of correction for a time, seeing how much a failure is the present practice.

THE CO-OPERATIVE FALLACY.

"Coöperation," Mr. Maxwell said to the co-operating farmers at Bloomington on March 22, "should never be carried so far as to destroy the stimulus to individual ownership of the home or farm." But can there be coöperation without a tendency toward the very destruction deprecated? Coöperation in the form of very large and rich corporations has to some extent destroyed individual initiative in many lines, and in the grain trade has in some quarters already practically destroyed it and reduced the independent grain dealer to the status of a hired man at a salary of \$40 to \$60 a month, just as the big department stores and mail order houses, which the farmers patronize in preference to their own fellow citizens, are reducing the independent merchant of old days to the status of a \$10 to \$15 clerk or hired man for a multi-millionaire.

It is a common saying of promoters like Maxwell, Vincent, Butler et al. that "combination" has come to stay, but is that true? And if it is true, is it a benefit that should be encouraged or an evil to be deprecated? If the corporation is to take the place of all individual initiative, what is to become of the individual? And having destroyed the old school for merchants and industrial managers (the independent store and shop), where are the future corporation managers to come from?

Indeed, it looks as if the public, including the farmers, are being crazed with the niggardliness of present-day commercialism, and in order to save a penny to-day the fathers are digging a pit for their sons to slave in to-morrow.

RECOUPING FOR SHORTAGE.

A line elevator company of Minneapolis is suing an indemnity company to recover about \$1,500 lost through shortages of local agents. We know nothing of the methods of this company and assume its fairness, but, generally speaking, the low wages paid to agents and the system of charging them with all shortages is hardly calculated to encourage honesty in agents, either in their dealings with the companies or with the farmers. Somebody must "pay the freight," and a married man at \$40 to \$60 per month is hardly to be expected to pay out very much of his salary for the privilege of working for someone else.

EDITORIAL MENTION

Sort your own corn before shelling and try to have your patrons do the same. It will pay at the grading.

In 1903 lake navigation opened on April 4; this year it may not open until after May 1, so heavy is the ice in the straits.

Shippers who are inclined to be "foxy" can learn from Mr. Picker's paper what receivers think of them—if they care to know.

The effort to get the farmers' elevator companies in North Dakota together recently was a failure. Perhaps there was too much smell of politics.

Don't forget the day and place: Nebraska Association, annual meeting, Lincoln, Hotel Lindell, April 27, 10 a. m. The Nebraska meeting is always well attended and always instructive.

Senator McCumber should not rely too much on information from Superior, Wis., on the grading and weighing of grain. Superior is more or less daft on that topic—rather more than less.

Laws making demurrage reciprocal are fair and entirely practicable. They are on the statute books of Virginia and Texas at least, and still railroads are able to do business at a profit in those states.

Secretary Smiley of Kansas is making preparations to give Kansas dealers an excursion to the St. Louis Exposition, we presume in connection with the Kansas Association's annual meeting early in June. Trust Smiley and Cortelyou to have things done handsomely.

Mr. Sully's capacity is called in question because, forsooth, "he did not know when to stop." Well, speculators on 'Change are not supposed to invade the realm of the absolute when it comes to a matter of cotton, corn or wheat, although some seem to attempt it.

Look out for and cover all set-screws in the elevator that are in position to cause a repetition of the accident that happened the other day to Edward Buck, a workman in a grain elevator at McLean, Ill., who was instantly killed by having his clothing caught by a set-screw on the line shaft. Before assistance could be rendered he was beaten to death.

The latest effort of the railroads to favor the big shippers at the expense of the small ones, is the proposed "union bill of lading," the gist of which is that the roads are to have two rates of tariff, one at a higher level, which shall include the guarantee of the railroads against loss of freight, and another and lower tariff, which shall undertake to do the carrying of the freight, but which will not undertake to guarantee against loss for the shipper. Of course,

the effect of this will be a lower rate to a big shipper, who can afford to insure their own grain, whereas the small shipper would be compelled to insure and so pay the higher rate. The proposition is unfair and should not be tolerated. Furthermore, the roads are bound to insure against loss in any event.

Superior, Wis., is driving the grain out of her elevators to escape the taxation threatened on an assessment as of May 1. Still Superior men are mildly surprised that Duluth elevator men are not tumbling over themselves to do business on the Wisconsin side of the bay. All the men who have to be shown do not live in Missouri. Some even pretend to belong to a working Hundred Thousand Club.

The Omaha Grain Exchange has been in operation but a few weeks, but has already run into a real corn corner, the boys being short (apparently to Armour) about a million bushels of corn purchased at 44 to 46 cents, with the market now above 50 cents. Well, if Omaha intends to play the game as she is played nowadays, they must expect a squeeze about every so often from some quarter.

The president of the Montreal Harbor Commission is being sharply criticised by his colleagues and the Canadian public for having hired Americans to superintend and operate the new Elevator No. 1 in that city. Managing the building and operation of municipal elevators in Canada is a good deal like the old remark about the "real thing" of the sporting life: "It is never dull, but it is wearing on the system."

The Indiana Grain Dealers' Association has entered upon a vigorous campaign in behalf of the movement to create a railway commission in that state that shall have power to control the railways, and also to enact a law providing for reciprocal demurrage. In all the subordinate branches of the State Association these questions have been taken up for discussion by Secretary Riley as the district meetings have been held, and from them the discussion has passed to the people generally. All classes of shippers appreciate now more than ever the urgent need in Indiana for such laws, and it is not too much to expect that the agitation of the question of their enactment, at all stages of the political campaign of 1904, will result in the election of enough legislators to put these laws on the statute book next winter.

In the old days the Ohio Grain Dealers' Association went to Put-in-Bay or Star Island for an annual good time, and called it "association work," the railroads "paying the freight." Of late years the Ohioans have been doing genuine work all the year around and going to Put-in-Bay each June to "take account of stock" and have the "good old times" over again, too. Only those who have taken this annual voyage know what those who did not go often have missed. As an additional temptation to all members to go to Put-in-Bay next June, the Ohio Association has hung up a trophy to be given as a "reward of merit" to the branch association sending the biggest delegation to the annual meeting. Secretary McCord says it is not a

"Lipton cup." Perhaps not, but if the convention and the winners do not get more good fun out of it than Lipton has had trying to "lift that cup," we miss our guess. It was a great idea, that trophy, and it will probably make this year's meeting a record breaker for attendance and interest.

Fyfe, Manson & Co. recently collected damages from the L. S. & M. S. R. R. for loss on corn delayed two months in transit, amounting to about \$1,300. The road dallied as usual with the claim until Fyfe, Manson & Co. filed charges with the Chicago Board of Trade directors, asking for the suspension of the road's freight agent on the floor. Then the road's people "got busy" and settled, it is said, with advice of the company's chief of counsel. This is the first case of the kind successfully concluded by a claimant in fifteen years, and is really a valuable precedent.

The ex-lake grain rate war has not yet been settled, but it is announced that the Commerce Commission will act as mediator between the lines. The situation turns wholly on the question of the differential that has favored Philadelphia and Baltimore at the expense of New York and Boston. The latter ports are urgent that the differential should "go," but Baltimore, Philadelphia and Norfolk are equally determined that it shall not, and in this they are supported by the influence of Ohio and other Western shippers to those points, who maintain with reason that the abolition of the differential would overturn all the well-established conditions of the trade and cause a general readjustment that would bring serious loss to individuals not concerned in the existing struggle of terminal markets to capture the business.

When, late in March, the U. P. and Burlington roads announced a joint rate on grain from Missouri River to St. Louis, raising the existing rate 1 cent, and new rates were named by these roads in connection with the C. & N. W. and C. G. W. from Nebraska points, the end of the Western grain rate war was thought to be in sight. That end has not as yet appeared, nor is it apparently even approximately in view. It is appropriate, therefore, in view of subsequent cuts from time to time, to repeat the suggestion made to shippers a month ago, that where they are not entirely certain of rates they should apply for information to their receivers. The latter are always in a position to know what the rates should be, and also to make shipping suggestions that are advantageous to their customers.

Geo. T. King of Richmond, Va., informs us that the "rules for demurrage and car service" promulgated some months ago by the Virginia State Corporation Commission, the legality of which was tested by the Virginia Car Service Association, have been approved by the Supreme Court of Appeals. The rules were fought to the "last ditch," but are upheld in full and will be effective somewhere about May 1. These rules, it will be remembered, are strictly reciprocal as to demurrage. They require the railways to fully and promptly perform their functions as common carriers, as they also require shippers to load and con-

signees to unload as promptly; and should either fail to live up to the rules governing this reciprocal service, each is liable to the other party for demurrage. Those who will take the trouble to read again the epitome of these rules, published in these columns in the number for November, 1903, at page 264, will agree that the rules are fair to all parties and should facilitate traffic.

The Chicago Board of Trade grain committee, recently appointed, is going into the inspection problem quite thoroughly. They have already made up type samples of wheat, which, if adhered to, will do much to stop the scandalous mixing of wheats of different characters, of which millers and exporters have complained; and besides, the committee has men at the hold tracks, taking samples directly from cars. The object of the committee, who appears to have the full coöperation of the inspection department, is to secure greater uniformity of the in and out inspections. No reform is more urgently needed at Chicago; or if, as some contend, it is not really, but only apparently, needed, then an authoritative utterance to that effect by the committee after the searching investigation they are making will do much to restore confidence in the fairness of the inspection in this city. An explanation that explains the decline in the proportion of No. 2 corn in the receipts from 60% in 1895 to 6% in 1903 would be gladly received.

Senator Burton's sentence was none too severe in view of his offense; indeed, a man in his position who could so far forget his dignity and the proprieties as to permit his name to be used for a compensation as "chief of counsel," or pander, to a vulgar "get-rich-quick" concern ought to be everlastingly disgraced on general principles. The worst feature of this particular case is that the disgrace to the delinquent personally consists rather in having been "caught at it" than in the act itself. Indeed, he justified himself with the excuse that "all senators act as attorneys." It is true that when one breaks the cuticle of many railroad corporations, or, say, of the lumber, land and cattle companies trespassing on government lands, or trying to get possession of Indian lands at a tenth of their value, one often finds a senator; and senators undoubtedly do "practice law," but the others at least so far recognize the conventional proprieties as to allow their "law partners" to collect the fees. Senator Burton seems to have considered the perquisites of his office, regular and irregular, as so much a matter of course, that the thought of assuming a virtue he had not seems never to have occurred to him. This was a fatal error, as he has doubtless learned by now.

The corn growers have no doubt been sufficiently warned by this time that seed corn is exceedingly scarce and high priced, especially in the northern half of the corn belt. In Iowa, where, owing to extreme moisture, there has been a practical failure of the crop for two years, the situation is at its worst, and so serious that Secretary Wells of the Iowa Association has made it a part of his duty, in connection with the experiment station at Ames, to assist in the work of procuring sound seed for

distribution to growers in that state, as well as to impress upon the latter the fact that their seed, when they decide to use that grown by themselves, should be fully tested before planting. Iowa grown seed is especially deceptive. Prof. Holden says that similar conditions exist in parts, at least, of Illinois. Elevator men will do themselves a benefit by dwelling upon this seed question with their local patrons, and by doing what they can to put the farmers in the way of obtaining sound seed when there is any question of the quality of the home supply. Without good seed to start with there will be no crop next fall, however favorable may be climatic conditions during the season.

The directors of the Board of Trade of Columbus, O., with a stubborn persistence worthy of a better cause, in its recent appointments of committees for 1904, again ignored the grain trade by neglecting to provide for a grain committee, the appointment of which was "deferred." Apparently the directors have taken the grain men at their word—that, in view of the directors' studied contempt for the needs and wishes of the grain trade of the city, as expressed by the grain men themselves, in the appointment of inspectors, etc., there really is no need of such a committee of the directory; but after all, the fair-minded business men of Columbus ought to realize what this stupid stubbornness of the directory means to the grain trade of that city. In view of the situation, therefore, it would seem as if the grain men of Columbus might now wholly ignore the Board of Trade, and, in conjunction with the advisory committee of the National Association, bring about such reforms in the inspection and weighing of grain at Columbus as will be satisfactory to the trade, both in Columbus and shipping thereto. Or, failing in that, the advisory committee might bring such pressure to bear on the directors as will bring them to their senses.

New York and Boston may console themselves with the thought that if the differential shall be abolished they may regain their lost export grain business; but that is doubtful. In the first place the Gulf differential seems to be getting beyond arbitrary control, much as Chicago and the East desire to sustain that control. Natural routes may for a time be ignored, but sooner or later natural conditions will prevail, especially when nature is supplemented by facilities which the seaboard does not command. As an outlet for corn, for example, the natural strength of the New Orleans route is made stronger by a system of elevators and dryers that make the Crescent City an ideal outport. Here, at both the Stuyvesant and the Westwego Docks, are dryers where "all damp corn must, by the rules of the inspection department, pass through and be thoroughly dried before going into the regular elevator ready to be shipped abroad. By reason of these dryers" (we quote from a letter in the Baltimore News by J. Hume Smith) "the corn being shipped from that port—and I say this with regret—was of better quality and condition than any going out from any seaboard market. This was wholly due to the drying of all corn that was damp and mixing it with corn of good quality.

You ask," continues Mr. Smith, "if the railroads will meet the rates made to the seaboard and the answer is: 'Do you think water will continue to run down hill?' In other words, they insist that grain can be hauled almost from Chicago to New Orleans by gravity, while the trunk lines must lift the grain over two mountains to reach the seaboard." This is a strong statement from an Eastern man; but it seems to be justified by the attitude of the Gulf lines at this moment.

While the reports on the condition of corn, found on another page, are by no means exhaustive, they are representative, at least, and indicate that corn is in better condition than might have been expected. The lesson, however, of the winter is that of a year ago—that the elevator men who have owned dryers have all made money during the past winter. The winter has emphasized the claim of the dryer builders that any elevator that handles enough grain at current margins to make the business profitable after paying the owner laborer's wages for his services, can afford to own and operate a dryer. The past season was one to exceptionally test the dryer, with corn running, as it did in some cases, as high as 26 per cent of moisture against a normal of 10 to 12 per cent; yet in spite of the shrinkage drying has been profitable. And, as the Record-Herald has said, the effect of the dryers was shown in the lessened percentage of "no grade" arriving and also in the better price by 1 to 2 cents, which no grade corn brought at Chicago. This paper has frequently urged country dealers to put in corn dryers and can safely repeat the advice now for the benefit of shippers who want to keep the cream there is in the business for themselves instead of donating it to the terminals.

Any lingering hope that the Illinois and Michigan Canal might get relief by a petition for a rehearing has been disappointed by the Supreme Court's refusal to entertain such petition. The court also refused to entertain the proposition to rehear the case on the higher question of the state's attitude to the United States on its original contract with the general government to keep the canal open as a public highway forever, in consideration of the lands given in aid of its construction. It is not expected the case will be taken to the United States courts on that or any other question, and as the spring freshets have played havoc with the canal in several places, it will probably never be again in evidence as a carrier or regulator of carriers. Meantime, however, as the canal owns a great deal of valuable property, the cormorant Canal Commission will assuredly continue its existence as custodian, the three members drawing their daily stipend and traveling expenses from the state treasury, as they have always done, so that Representative Burke's self-assumed task of saving the state of Illinois and the city of Chicago from want, by relieving them of the petty tax of \$10,000 to \$50,000 a year in aid of the canal which has annually saved shippers in Illinois in rates many times the highest amount named, will be in part defeated. And we still continue to be impressed with Mr. Burke's essential greatness in spite of appearances.

TRADE NOTES

Perfection Grain Drier Co. of Chicago have an order from C. W. Hartley Grain Co. of Goodland, Md., for a 500-bushel grain drier.

F. D. Wolfrom of San Francisco, Pacific Coast agent for the Huntley Manufacturing Company, of Silver Creek, N. Y., has been East and placed an order with his firm for three carloads of machines.

J. W. Carnachan, who has been with the Huntley Manufacturing Company of Silver Creek, N. Y., for 15 years as salesman and inventor of canning machinery, is now with F. D. Wolfrom of San Francisco, Cal.

Bulletins Nos. 4 and 5 of the Jeffrey Mfg. Co. are devoted respectively to the "Electric Coal Mining Plant" and "Storage Battery Industrial Locomotives." Each bulletin gives a complete review of the subject treated, and should prove instructive to those who are interested.

George J. Noth of Davenport, Iowa, who is the inventor of a rotary grain valve, has a number of the devices in operation at the Davenport Malt and Grain Co.'s plant. It is claimed that he has had a number of offers for the patent. The valve is said to prevent waste from leakage and breakage.

The W. T. Payne Mill & Supply Co. of Louisville, Ky., have arranged with Sprout, Waldron & Co. of Muncy, Pa., to act as their agents, or rather as a branch house for them, in the states of Kentucky, Tennessee, Southern Indiana and Illinois. Sprout, Waldron & Co.'s old representative, W. E. Damon, will travel for the Payne company.

The 208-page catalogue just issued by the Stephens-Adamson Mfg. Co. of Aurora, Ill., is made 6x9 inches, in accordance with specifications of the American Society of Mechanical Engineers. It contains illustrations, dimensions and descriptions of the company's general line of conveying, elevating and power transmission machinery, together with much information of value to all interested in this class of engineering and manufacture. This book is known as General Catalogue No. 7, and will be sent free of charge to interested parties who will write for it.

W. S. Cleveland, formerly president of the W. S. Cleveland Elevator Building Co., has recently formed a partnership with B. H. Stahr, an engineer and designer of grain elevators. The new firm will do business under the style of W. S. Cleveland & Co. and will make a specialty of fireproof work. They are prepared to build transfer and storage elevators of any fireproof material known to the trade, and are making a specialty of their brick storage tank. One of their first contracts for the present season is with the American Malting Co. of Milwaukee, where they are to build 12 brick storage tanks, with a fireproofed steel elevator at one end. The offices of the firm are at 500, Corn Exchange, Minneapolis.

General Catalogue No. 18 of the Weller Mfg. Co., Chicago, is a substantial volume of nearly 500 pages, devoted to the company's line of grain elevating, conveying and power transmission machinery. The catalogue is what its name implies—a general one—and lists nearly everything required in the equipment of a modern grain elevator of any size. It is profusely illustrated, a feature being photographic reproductions showing a number of important elevators and warehouses where Weller machinery is in use. From a typographical standpoint the book is a fine one. It is printed on heavy book paper and is bound in green cloth. It is of convenient size, 5½x8 inches, and with its substantial binding makes a serviceable book of reference. A complete index is appended, a feature which busy men will appreciate. A copy of the catalogue will be sent to anyone in the trade upon

application to the Weller Mfg. Co., 118-126 North Avenue, Chicago.

W. R. Mumford Co., Chicago, have come into possession of some valuable farm lands which they are offering for sale elsewhere in this issue. As the company are not in the real estate business and secured the property in payment of a debt due them, they will sell it at a bargain in order to move it quickly.

J. Hume Smith, ex-president of the Baltimore Board of Trade, recently examined the Hess Grain Dryer at Westwego Dock, New Orleans, which he pronounces the "most modern and improved dryer known." That is evidently what they think of it down there, where it is putting corn into better condition, Mr. Smith says, "than any going out from any seaboard market."

The Grain Dealers' National Mutual Fire Insurance Co. of Indianapolis has prepared a circular giving specifications for country elevator construction from the fire insurance standpoint. Briefly, the circular gives a comprehensive review of the various points of elevator construction and their bearing on the insurance rate. It shows how the insurance rate may be materially lessened by conforming to the demands of proper construction. Every grain dealer who contemplates building or remodeling an elevator should have a copy of this circular. It may be had free by addressing C. A. McCotter, secretary Grain Dealers' National Mutual Fire Insurance Co., Indianapolis, Ind.

The S. Howes Co. of Silver Creek, N. Y., manufacturers of the popular line of "Eureka" Grain Cleaners, report that they have been crowded with work all winter and have a large number of orders for delivery during the spring and early summer. Although they have a large factory devoted exclusively to the manufacture of grain cleaners and packers and are fully equipped with the most modern and improved tools and appliances for their particular class of work, it has been difficult to meet the demands made upon them for "Eureka" machines. Their extensive line of cleaners and packers are always found to embody the latest features, and their staff of designers and engineers are continually improving and developing the most worthy features in machinery in their line. It is, therefore, of much interest to millers to keep acquainted with the latest productions of this large and progressive firm. Their latest catalogue can be had for the asking and will be found to contain much valuable information.

George H. Hess Jr. of Chicago, who has made kiln-dried corn a commercial actuality, is out with a most attractive booklet exploiting the merits of corn kiln-dried by his system. At this time, when the shipping of corn is unusually hazardous, the subject is especially interesting. The little book describes the process of drying corn by the Hess system and touches on the effect of the process upon the germinating, milling and feeding qualities of the grain. The favorable attitude of the Department of Agriculture toward the process is mentioned, as is the fact that the department makes use of the Hess System in its seed laboratory at Washington. The buying of grain upon a basis of definite moisture content is suggested, this being entirely feasible, as by the use of the Hess System the moisture may be reduced to any required percentage. It is stated that corn containing 12 per cent moisture will bear transportation abroad safely, while corn with 13 per cent may deteriorate, so narrow is the margin of safety. The adoption of the Hess System by practically all of the large grain shippers of the Mississippi Valley, a list of whom is given in the booklet, must convince any reader that kiln-dried corn by the Hess System is already a large item in the corn trade. The booklet is obviously not an advertisement of machinery, but is intended to acquaint the trade with the merits of corn treated by this process, which marks a radical advance in the preservation and marketing of grain. The booklet represents the best of the printer's art, on enameled paper, in two colors, with half-tone illustrations, and as it is for free

distribution no one interested in grain handling should fail to apply for a copy.

To realize that this is the day of the specialists, readers of this paper have only to refer to the full-page advertisement of C. A. Burks, elevator broker, of Decatur, Ill., which appeared in the March issue. This is probably the largest ad. of its kind ever published in a trade journal; certainly the largest one ever printed in a paper devoted to the grain and elevator interests. Not only does it emphasize the importance of the specialist, but it casts a white light on the character of the man who has the business ability to successfully handle a specialty of this kind. Mr. Burks was a grain man of wide experience before he engaged in the elevator brokerage business, and is therefore well equipped for the undertaking. Having once turned his attention to the work of handling and disposing of elevator properties, he threw the entire force of his executive ability and thorough training into the undertaking. That he has been successful goes without saying. He has gradually enlarged his field of operations, until he now has listed with him elevator properties in nearly every grain-growing state in the Union. During the past year Mr. Burks has sold a large number of elevators, and has arranged a great many deals and trades. He has an extensive list of farms, real estate and miscellaneous properties to exchange for elevators. Those who wish to buy or sell elevators or exchange other property for elevators will find it to advantage to consult Mr. Burks.

THE LAW OF WAREHOUSING.

The American Warehousemen's Association has just issued, through the press of the Banks Law Publishing Company, New York, a unique and valuable work, entitled "Warehouse Laws and Decisions," compiled by Barry Mohun, a prominent member of the bar of the District of Columbia. The work is contained in a volume of about 900 pages, bound in leather. Heretofore there has been no work of a general character treating of the rights, duties and liabilities of warehousemen, and the book will therefore be invaluable to elevator men and grain dealers, as many of the decisions cover grain and elevator cases, as well as to warehousemen generally.

The book is a compilation, containing the laws in each of the several states and territories pertaining to warehousemen, and a digest of all the decisions of all the state and federal courts affecting warehousemen, with an analytical index showing the page at which each subject treated may be found, whether the reference is to a statute or a decision, and the state or territory to which it refers, the decisions covering every phase of the laws applicable to warehousemen and carriers in all the states.

The table of contents shows that the book is unique and exceptionally valuable. As the edition is limited to 700 copies, and the American Warehousemen's Association has been at considerable expense in its preparation, those who desire copies should order very soon.

Great credit is due to Albert M. Read, chairman of the Committee on Legislation and vice-president of the Association, for his efforts in bringing this work to a successful issue. Mr. Mohun was peculiarly and fortunately situated as to be able to secure the fullest and latest information bearing on the subject treated, as he was for a long time connected with the Library of Congress at Washington. The Association has in hand the drafting of a uniform warehouse law applicable to all of the states of the Union, and the gathering together of the matter contained in this book is the first step in this connection.

It is understood that the sale of this edition will about cover the cost of publication to the Association. The price of this work is \$6 per copy, and can be obtained of the secretary, Walter C. Reid, 32-42 East Forty-second Street, New York City.

The manufacture of white printing paper from corn stalk is said to be a practical industry.

RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain, etc., at leading receiving and shipping points in the United States for the month of March, 1904:

BALTIMORE—Reported by H. A. Wroth, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1904	1903	1904.	1903.
Wheat, bushels.....	59,534	156,885	35,328	48,191
Corn, bushels.....	1,957,788	4,167,453	1,819,207	3,773,859
Oats, bushels.....	160,112	237,968	22,084	1,434
Barley, bushels.....	23,982	10,082		
Rye, bushels.....	24,086	148,711		21,429
Timothy Seed, lbs.....	2,030	2,822	747	1,110
Clover Seed, lbs.....	30,325	18,819		545
Hay, tons.....	5,255	7,363	1,898	1,841
Flour, bbls.....	302,154	333,592	138,271	282,687

BOSTON—Reported by Elwyn G. Preston, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1904	1903	1904.	1903.
Flour, bbls.....	223,633	164,282	55,278	95,882
Wheat, bushels.....	83,223	31,202	133,237	554,471
Corn, bushels.....	1,222,752	1,561,481	923,112	1,064,635
Oats, bushels.....	592,703	538,162	390	2,720
Rye, bushels.....	3,926	1,575		
Barley, bushels.....	6,467	17,117	16,780	8,493
Flax Seed, bushels.....	1,086	3,144		
Mill Feed, tons.....	1,667	1,058	117	402
Commeal, bbls.....	8,676	4,265	3,395	1,523
Oatmeal, bbls.....	11,796	15,008	1,963	4,937
Oatmeal, sacks.....	3,725	2,716	5,841	7,131
Hay, tons.....	18,350	15,250	210	215

BUFFALO—Reported by F. Howard Mason, secretary of the Chamber of Commerce. Receipts by lake; shipment by rail. Navigation is not yet open.

CHICAGO—Reported by Geo. F. Stone, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1904	1903	1904.	1903.
Wheat, bushels.....	1,090,995	841,250	1,197,246	596,801
Corn, bushels.....	5,423,603	6,540,480	3,550,330	5,112,680
Oats, bushels.....	8,931,222	5,046,750	5,774,923	6,135,138
Barley, bushels.....	2,767,966	1,460,402	866,546	962,391
Rye, bushels.....	317,771	339,583	188,064	105,773
Timothy Seed, lbs.....	8,290,899	4,568,484	5,081,113	8,428,000
Clover Seed, lbs.....	1,262,445	1,378,713	1,304,850	1,847,500
Other Grass Seed, lbs.....	3,930,465	4,427,520	8,563,642	1,108,739
Flax Seed, bushels.....	272,459	258,572	67,807	55, 80
Broom Corn, lbs.....	1,302,880	733,500	1,597,040	630,590
Hay, tons.....	21,306	18,103	1,368	943
Flour, bbls.....	1,340,685	682,982	1,037,173	621,642

CINCINNATI—Reported by C. B. Murray, superintendent of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1904	1903	1904.	1903.
Wheat, bushels.....	192,390	171,754	170,706	159,193
Corn, bushels.....	798,196	696,495	787,516	443,057
Oats, bushels.....	558,849	461,586	203,253	326,372
Barley, bushels.....	129,027	71,621	1,088	633
Rye, bushels.....	49,896	48,717	27,953	35,957
Timothy Seed, bags.....	6,275	2,024	2,837	4,806
Clover Seed, bags.....	7,160	7,301	3,936	6,443
Other Grass Seed, bags.....	4,750	8,828	8,018	11,362
Malt, bushels.....				
Hay, tons.....	8,324	6,609	6,628	4,898
Flour, bbls.....	194,703	157,418	140,882	121,434

CLEVELAND—Reported by F. A. Scott, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1904	1903	1904.	1903.
Wheat, bushels.....	97,754	99,958	32,890	85,370
Corn, bushels.....	582,319	839,724	216,536	338,730
Oats, bushels.....	401,868	581,253	84,314	223,343
Barley, bushels.....	44,741	31,804	1,571	
Rye, bushels.....	500		1,057	
Flaxseed, bushels.....		7,614		
Hay, tons.....	4,113	4,640	650	667
Flour, bbls.....	6,813	8,031	2,193	6,813

DETROIT—Reported by F. W. Waring, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1904	1903	1904.	1903.
Wheat, bushels.....	149,185	113,167	30,133	56,533
Corn, bushels.....	343,748	316,111	94,903	128,915
Oats, bushels.....	364,440	241,818	92,865	64,551
Barley, bushels.....	283,801	122,827	22,467	21,536
Rye, bushels.....	31,028	33,322	16,389	28,902
Flour, bbls.....	29,600	19,800	16,600	15,800

DULUTH—Reported by H. B. Moore, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1904	1903	1904.	1903.
Wheat, bushels.....	999,825	1,959,077	117,353	800
Corn, bushels.....				
Oats, bushels.....	557,155	768,802	54,451	25,068
Barley, bushels.....	152,155	209,069	53,735	67,812
Rye, bushels.....	28,301	16,401	8,602	
Flax Seed, bushels.....	451,718	495,854	128,961	203,280
Flour, bbls.....	69,160	51,475	66,495	48,315

GALVESTON—Reported by C. McD. Robinson, chief inspector of the Cotton Exchange and Board of Trade.

Articles.	Receipts.		Shipments.	
	1904	1903	1904.	1903.
Wheat, bushels.....			290,100	713,680
Corn, bushels.....			1,098,410	1,230,986
Rye, bushels.....				

KANSAS CITY—Reported by E. D. Bigelow, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1904	1903	1904.	1903.
Wheat, bushels.....	2,304,000	1,188,000	2,428,200	946,400
Corn, bushels.....	1,055,700	1,659,000	927,000	1,579,200
Oats, bushels.....	304,800	637,200	291,600	586,800
Barley, bushels.....	41,000	2,000	9,000	
Rye, bushels.....	23,200	11,300	12,000	19,200
Bran, tons.....				
Flax Seed, bushels.....		1,600	2,600	
Hay, tons.....	10,000	13,300	5,770	9,840
Flour, bbls.....			106,600	105,200

MILWAUKEE—Reported by Wm. J. Langson, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1904	1903	1904.	1903.
Wheat, bushels.....	474,320	718,280	135,400	74,235
Corn, bushels.....	518,700	535,800	215,378	227,880
Oats, bushels.....	591,500	552,500	580,155	846,550
Barley, bushels.....	1,286,500	1,074,450	451,555	509,558
Rye, bushels.....	200,000	59,200	60,700	73,170
Timothy Seed, lbs.....	279,870	133,560	126,820	337,715
Clover Seed, lbs.....	494,670	87,775		508,665
Flax Seed, bushels.....	16,200	23,400		5,200
Hay, tons.....	1,574	1,406	50	313
Flour, bbls.....	54,775	153,000	181,410	247,755
Feed, tons.....				

MINNEAPOLIS—Reported by G. D. Rogers, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1904.	1903	1904	1903.
Wheat, bushels.....	7,648,240	5,872,210	1,603,370	1,046,350
Corn, bushels.....	292,320	167,340	78,770	82,160
Oats, bushels.....	1,690,850	921,960	1,607,360	495,740
Barley, bushels.....	467,410	307,930	658,900	222,610
Rye, bushels.....	138,730	63,480	133,550	71,900
Flax Seed, bushels.....	596,820	1,185,000	490,350	186,550
Hay, tons.....	4,162	2,708	942	137
Flour, bbls.....	44,932	19,860	1,497,540	1,458,911

MONTREAL—Reported by George Hadrill, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1904.	1903	1904	1903.
Wheat, bushels.....	84,250	427,926	nil	700
Corn, bushels.....	6,479	1,600	15,300	1,000
Oats, bushels.....	264,038	95,046	5,800	5,000
Barley, bushels.....	21,311	11,288	17,300	nil
Rye, bushels.....	835	1,371	nil	nil
Flaxseed, bushels.....	19,100	44,565	nil	nil
Flour, barrels.....	48,814	36,144	90,280	51,010

NEW ORLEANS—Reported by Fred Muller, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1904.	1903	1904	1903.
Wheat, bushels.....	82,736	995,205	368,736	794,489
Corn, bushels.....	1,087,411	3,446,006	1,380,458	3,749,295
Oats, bushels.....	310,000	564,000	1,568	590
Barley, bushels.....				
Flour, bbls.....	46,943	58,007	110,693	134,011

PEORIA—Reported by R. C. Grier, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1904.	1903	1904.	1903.
Wheat, bushels.....	38,600	50,200	8,800	92,000
Corn, bushels.....	1,394,000	1,214,500	938,000	644,700
Oats, bushels.....	885,320	707,200	1,284,400	965,300
Barley, bushels.....	349,200	222,500	262,400	109,500
Rye, bushels.....	42,200	37,800	9,600	12,400
Mill Feed, tons.....	1,035	1,125	7,191	5,523
Spirits and Liquors, bbls.....				
Syrups and Glucose, bbls.....				
Seeds, lbs.....	60,000	158,000	130,000	60,000
Broom Corn, lbs.....		15,000		
Hay, tons.....	2,960	2,570	730	500
Flour, bbls.....	93,905	100,225	173,300	112,800

PHILADELPHIA—Reported by Charles F. Saunders, secretary of the Commercial Exchange.

Articles.	Receipts.		Shipments.	
	1904.	1903	1904.	1903.
Wheat, bushels.....	93,905	132,334		88,721
Corn, bushels.....	1,075,585	1,723,508	1,052,139	1,496,724
Oats, bushels.....	416,969	305,198		
Barley, bushels.....	48,800	39,200		
Rye, bushels.....	2,400	11,300		
Timothy Seed, bags.....		40		
Clover Seed, bags.....	413	863		
Flax Seed, bushels.....	60,000			
Hay, tons.....	8,910	6,030		
Flour, bbls.....	296,966	400,569	141,830	230,170

ST. LOUIS—Reported by Geo. H. Morgan, secretary of the Merchants' Exchange.

Articles.	Receipts.		Shipments.	
	1904.	1903	1904.	1903.
Wheat, bushels.....	1,314,000	994,300	2,945,200	1,831,245
Corn, bushels.....	1,928,770	2,999,300	2,224,300	2,992,901
Oats, bushels.....	1,682,100	2,797,200	1,588,800	1,772,415
Barley, bushels.....	515,000	271,000	96,545	13,810
Rye, bushels.....	55,800	269,100	91,425	202,425
Grass Seed, sacks.....				
Flax Seed, bushels.....				
Mill Feed, tons.....				
Hay, tons.....	22,865	21,785	15,488	11,361
Flour, bbls.....	224,320	195,825	353,966	296,992

TOLEDO—Reported by A. Cassaway, secretary of the Produce Exchange.

Wheat, bushels.....	269,500	241,000	147,687	145,25
Corn, bushels.....	454,000	894,000	497,085	760,32
Oats, bushels.....	330,400	185,900	302,510	215,29
Barley, bushels.....	531	1,100	2,410	10,84
Rye, bushels.....	10,100	9,200	15,809	7,71
Clover Seed, bags.....	15,837	9,135	29,721	40,25

ELEVATOR AND GRAIN NEWS

ILLINOIS.

The Mattoon Elevator Co. is building an elevator at Coles, Ill.

J. C. Beattie & Co. will build a new grain office at Jackson, Ill.

The old Rumley Elevator at Herscher, Ill., is being torn down.

The grain firm of Myatt & Wafer at Donnellson, Ill., has dissolved.

The Truby Grain Co. has completed its new elevator at Minooka, Ill.

A new gasoline engine has been installed in the elevator at Baileyville, Ill.

Douglas Salisbury has bought A. Z. Campbell's elevator at Pecatonica, Ill.

M. W. Thomson has completed the repairs to his elevator at Yates City, Ill.

J. W. Probasco has installed a gasoline engine in his elevator at Barnes, Ill.

The Neola Elevator Co. has put in a coal and lumber yard at Davis Junction, Ill.

Frank Gould has sold his interest in Gould Bros. elevator at Windsor, Ill., to F. Bruce.

The Boody Elevator Co. has been making some improvements to its elevator at Boody, Ill.

The B. P. Hill Grain Co. has purchased the fuel business of John M. Walz at Freeport, Ill.

Twist Bros. of Rochester, Ill., will equip their elevator with an improved Hall Distributor.

The Spires Elevator Co. of Spires, Ill., has increased its capital stock from \$5,000 to \$8,000.

Garden & Parker succeed James Parker in the grain and implement business at Wyoming, Ill.

David Godfrey is reported to have sold his interest in the elevator at Deers, Ill., to a Mr. Steel.

An 8-horsepower gasoline engine has been installed in L. L. Newton's elevator at Adrian, Ill.

Staley & Hitch are tearing down their old cribs at Bondville, Ill., preparatory to building an elevator.

The machinery is being installed in the Farmers' Milling & Grain Co.'s new elevator at Mattoon, Ill.

The Burrell Engineering & Construction Co. is building a 30,000-bushel elevator at Blocks, Ill., for Isaac Cole.

J. H. Kline has sold his elevator on the C. M. & St. P. Railway at Byron, Ill., to the Neola Elevator Co.

The Holzman-Bennett Grain Co. has installed a Richardson Automatic Scale in its elevator at Grant Park, Ill.

A. D. Kaga of Filson, Ill., has bought the old mill at Camargo, Ill., and will tear it down and erect an elevator on the site.

The Cerro Gordo Grain & Coal Co. of Cerro Gordo, Ill., has been licensed to incorporate with a capital stock of \$10,000.

The Farmers' Elevator Co. of Ludlow, Ill., has purchased E. D. Risser's elevator at that place. Possession will be given about May 1.

George Barrett of Owaneco, Ill., has bought Thomas Lester's elevator and grain business at Pana, Ill., and will remove to that place.

The Anchor Farmers' Elevator Co. of Anchor, Ill., filed articles of incorporation, with a capital of \$3,500, divided into 140 shares of \$25 each.

Whipple & Barr are erecting a building adjoining their elevator at Caton Farm, Ill. (Plainfield P. O.), and will put in grain-drying apparatus.

Spellman & Spitley, Lincoln, Ill., are building a 30,000-bushel elevator. The Burrell Engineering & Construction Co. of Chicago has the contract.

A 20,000-bushel elevator is being erected at Fairland, Ill., for H. F. Mooney. The Burrell Engineering & Construction Co. is the contractor.

The Beardstown Lumber & Grain Co. of Beardstown, Ill., will erect a new elevator at Arenzville, Ill., on the site of the one recently destroyed by fire.

C. E. Ollman & Sons have installed a three-horsepower gasoline engine in their elevator at Colvin Park, Ill., and will light the building by electricity.

The Calumet & Western Elevator Co., Chicago, is planning a grain elevator and transfer house in South Chicago. It will be 98x60 feet on the ground, of fireproof construction, with a storage capacity of

250,000 bushels and a handling capacity of 100 cars a day. Later on a series of steel storage tanks will be built.

The Broadlands Grain & Coal Co. of Broadlands, Ill., has elected the following officers: President, Henry Dohme, secretary, H. J. Seider, and treasurer, Roy Zanke.

William Murray's elevator at White Heath, Ill., which was wrecked by a tornado on the night of March 24, is being rebuilt. There was no insurance on the building.

Farmers of Cruger Township, Woodford County, Ill., are organizing a company with a capital stock of \$6,000 to build a co-operative elevator between Cruger and Eureka, Ill.

The sum of \$8,600 has been raised by the recently organized Farmers' Elevator Co. of Thomasboro, Ill. George Babb is president and Cyrus Babb secretary of the company.

Thomas Costello has sold his lumber and coal business in Maroa, Ill., to the Shellabarger Elevator Co. of Decatur, Ill. Ernest Rule of Cisco, Ill., has charge as manager.

An involuntary petition in bankruptcy is reported to have been filed against M. F. Reilly & Co., general merchants and grain dealers at Reddick, Ill., and a receiver appointed.

The Danvers Farmers' Elevator Co., of Danvers, Ill., has been chartered to deal in grain, fuel and hardware, and to do a general milling business. The capital stock is \$8,000.

A farmers' elevator company has been organized at Tuscola, Ill., with a capital of \$10,000 to build an elevator. About forty or fifty farmers are interested. C. D. Babb is secretary.

A farmers' elevator is to be built at Harvel, Ill., by a company recently organized for that purpose. A site has been secured on the Wabash right-of-way and work will soon be commenced.

A charter has been granted to the Farmers' Elevator Co. at Graymont, Ill. The company is incorporated with a capital stock of \$10,000. Plans have been prepared for the erection of an elevator.

The Perdue Elevator Co., Perdueville, Ill., has been chartered with a capital of \$10,000 to deal in grain, stock, coal, etc. John O'Hare, Andrew Bremer and William Warner are the incorporators.

J. T. Walker, of the grain firm of Walker & Snell, has sold his interest in the elevators at Moweaqua and Radford, Ill., to Ponting Bros. and Everett & Wayne. Possession will be given July 1.

The Eastern Will County Grain, Implement, Merchandise & Supply Co. has been chartered at Monee, Ill., with a capital stock of \$2,500. Henry Stassen, Adam Holl and Theodore Knickrehm are the incorporators.

The Oakley Grain & Coal Co. of Oakley, Ill., has been licensed to incorporate. The company is capitalized at \$5,000 and will deal in grain, fuel, etc. T. Quickel, G. W. Sensenbaugh and T. F. Wheeler are the incorporators.

The firm of Babel & Schwartz, grain and coal dealers at Naperville, Ill., has been dissolved by mutual consent, Mr. Schwartz retiring. Robert Euck has purchased the retiring partner's interest and the business will be continued under the firm name of Babel & Euck.

At the fifth annual meeting of the Farmers' Grain & Coal Co. of Mason City, Ill., the old officers were re-elected as follows: W. T. Ainsworth, president; G. B. Mathers, vice-president, and J. A. McCreery, secretary-treasurer.

Charles W. Savage of Virginia, Ill., who operates elevators at that place and other points in Cass County, this state, is building another elevator about three miles from Jacksonville, Ill., on the Chicago, Peoria & St. Louis Railway.

The Ulrich Elevator on the Wabash right-of-way at Dawson, Ill., has been torn down and a new elevator and bank building will be erected on the site by James Smith of that city. The material for the new building is now on the ground.

N. A. Mansfield, who owns an elevator at Blue Mound, Ill., and who recently bought the Ulrich Elevator at Illiopolis, Ill., has purchased an elevator at Stonington, Ill., taking possession April 6. The sale was made by C. A. Burks, the elevator broker of Decatur, Ill.

The Farmers' Elevator Co. at Illiopolis, Ill., is reported to have let the contract for the erection of a 40,000-bushel elevator with 10,000 bushels' additional storage capacity for ear corn. It is said that a 30-horsepower gasoline engine will be used to operate the machinery.

The Burrell Engineering & Construction Co. of Chicago is erecting a 30,000-bushel elevator at Block, Ill., a new station on the short line of the "Frisco" system, which is being built from Woodland to Villa Grove, Ill. The new elevator is being built for Peter and M. J. McDermott of Crescent City, Ill. The latter will have charge as resident partner.

IOWA.

The elevator at Germania, Iowa, has been closed for the season.

W. H. Eaton will have his new elevator at Emerson, Iowa, finished by next fall.

J. J. Mullaney will build an elevator on the Milwaukee right-of-way at Wawarden, Iowa.

Thomas Ferris has sold his interest in the elevator at Humboldt, Iowa, to George De Groote.

The Canton Elevator at Cyllinder, Iowa, is closed and will undergo repairs. It will be reopened in July.

A. F. Rickey has sold his elevator at Griswold, Iowa, and bought a lumber yard at Sharpsburg, that state.

Charles Pfund has bought the elevator at Luverne, Iowa, which he has been operating for the Clinton Grain Co.

The D. Rothschild Grain Co. has about completed the work of overhauling and remodeling its elevator at Minden, Iowa.

Stuhr & Rusy have installed a gasoline engine in their elevator at Minden, Iowa, to replace the former steam power plant.

J. W. Smith has sold a one-half interest in his grain and seed business at Lamoni, Iowa, to Ferd and Clarence Rauch for \$5,000.

Farmers at Mt. Union, Iowa, have organized a co-operative elevator company which will be known as the Farmers' Elevator Co. An elevator will be erected.

Edward Stevens of Cleghorn, Iowa, has purchased the elevator at Wallingford, Iowa, from the Federal Elevator Co. of Minneapolis. The consideration was about \$6,000.

The Akron Milling Co. has leased a tract of ground on the river front at Sioux City, Iowa, for a period of twenty-three years, and is building a 40,000-bushel elevator. It will be the only independent elevator in Sioux City.

As a result of differences between the local grain and coal dealers at Stanhope, Iowa, and farmers of that place and vicinity, the latter have organized a co-operative concern to erect a farmers' elevator at Stanhope. The farmers propose to handle their own grain, fuel and live stock. Oliver Saline is at the head of the farmers' organization.

OHIO, INDIANA AND MICHIGAN.

Smith & Churchill are building a new grain elevator at Lapeer, Mich.

George Leggate & Co. succeeds George Leggate in the grain trade at Westville, Ohio.

Runnels & Brooking, grain dealers at Bedford, Ind., are succeeded by Wenger & Bates.

The F. O. Diver Grain Co. has changed its address from Middletown, Ohio, to Trenton, Ohio.

W. Guthrie and John West have bought the grain and hay business of I. E. Davis at Marengo, Ohio.

The Reed-Bear Grain Co. of Hicksville, Ohio, is making some repairs to its B. & O. elevator at that place.

The Marion Milling & Grain Co. of Marion, Ohio, has amended its charter permitting it to deal in coal, lumber, hay, straw and wool.

The William H. Small Co. has purchased a site at Evansville, Ind., and will erect a four-story building to be used for the storage of grain.

John Brungard, who operates a mill and elevator at Ridgeway, Ohio, will build an elevator at Horton, a small station about three miles from Ridgeway.

Lake Odessa (Mich.) parties will erect a 20,000-bushel elevator at that place. The Ypsilanti Machine Works has the contract for plans and machinery.

The safe in the office of Lichtenberg & Sons' elevator at Detroit, Mich., was blown open by burglars on the night of March 16. The robbers secured \$10 for their trouble.

The Elmira Elevator Co. of Elmira, Ohio, has been incorporated with a capital stock of \$15,000 by Eli Short, Joel Wise, S. C. Short, Andrew Weber and J. S. Rychener.

The Home Supply Co. of Youngstown, Ohio, has been chartered with a capital of \$20,000 to deal in grain, fuel, ice, etc. James B. Kennedy and others are the incorporators.

Bartlett, Kuhn & Co., Terre Haute, Ind., are erecting a grain dryer with a capacity of 25,000 bushels a day. The building will be 40 feet in length and 50 feet high. It is being built adjoining the firm's Vigo Elevator and will cost, including equipment, about \$30,000.

Mead & Woodward have been making a number of improvements and alterations in their elevator at Norwalk, Ohio. The cupola has been raised and enlarged; seven new hopper bins, with a capacity of 2,000 bushels each, have been built, and a new grain pit has been constructed under the dump.

New machinery, including a 1,000-bushel hopper scale, a receiving separator, a new car loader and two stands of elevators, has been put in. A 15-horsepower gasoline engine will be used to operate the machinery.

Local business men of Salem, Ohio, are said to be figuring on building a new elevator and warehouse on the Pennsylvania Railway Co.'s right-of-way at that place. William D. Satterthwaite, formerly a member of the grain and feed firm of Satterthwaite Bros. & Co., is said to be at the head of the project.

Eber Harnden has sold his elevator at Sanilac Center, Mich., to Elmer L. Greeley of Arcola, Ind., and B. H. Palmer of Ashland, Ohio, who will operate it under the firm name of Greeley & Co. The consideration was \$6,500, the new owners taking possession April 10. Mr. Greeley will have personal charge of the business.

The Medina Farmers' Exchange Co., which was incorporated recently at Medina, Ohio, with a capital stock of \$25,000, has commenced building operations on its proposed elevator. The new house will be located on the Northern Ohio Railway right-of-way. S. J. Swain is president and C. E. Hoover is secretary-treasurer of the company.

SOUTHERN AND SOUTHWESTERN.

A 10,000-bushel elevator is being built at Lone Wolf, Okla.

It is stated that another elevator is to be built at Arlington, Ky.

A 1,000,000-bushel wheat elevator will be erected at Texas City, Texas.

The Foster-Brand Elevator Co. is building a 40,000-bushel elevator at Roanoke, Texas.

The Kingfisher Mill & Elevator Co. of Kingfisher, Okla., has increased its capital stock to \$50,000.

An improved Hall Distributor will be installed in E. J. Miller's new elevator at Covington, Okla.

The Krum Mill & Elevator Co. of Denton, Texas, has increased its capital stock from \$20,000 to \$40,000.

E. J. Miller of Perry, Okla., will equip his elevator at that place with two improved Hall Distributors.

The Louisville Elevator Co. of Louisville, Ky., has secured a membership in the Louisville Board of Trade.

Violott & Ferguson of Oklahoma City, Okla., are reported to contemplate building an elevator at Fort Worth, Texas.

The Empire Grain Co. will erect an elevator at Fort Worth, Texas, with a capacity of 100,000 bushels. It will cost \$50,000.

It is announced that Grand & Flitner of Noble, Okla., are thinking of building a 100,000-bushel elevator at Fort Worth, Texas.

The Denton County Mill & Elevator Co. has been organized at Denton, Texas, by G. T. Cobbs, G. H. Blewett, Benjamin Beverly and others.

The Enid Grain Co., capitalized at \$100,000, has been chartered at Enid, Okla. The incorporators are R. B. Demmitt, H. D. Counts and John B. Linden. A 250,000-bushel elevator will be built.

Goltry & Sons' Grain & Lumber Co. has been chartered at Enid, Okla., with a capital stock of \$50,000. U. M., C. W. and S. T. Goltry are the incorporators.

The Medlin Milling Co. of Wolfe City, Texas, has bought a tract of land at Fort Worth, Texas, and proposes to build a 1,000-barrel mill and a 250,000-bushel elevator.

The Orangeburg Grain Co. has been granted a charter at Orangeburg, S. C., with a capital of \$3,000. The following are the incorporators: W. H. Lathrop and Irvin S. Harley.

It is announced that the recently incorporated United Farmers' Shipping & Supply Co. of Stillwater, Okla., will build a grain elevator. The company has a capital stock of \$5,000.

EASTERN.

C. F. Eddy is building a grain elevator at West Newton, Mass.

J. L. Whitaker has bought S. D. Viets & Co.'s grain and feed business at Springfield, Mass.

John Burdick of West Clarendon, Vt., has leased a grain store and feed mill at Wallingford, Vt.

Some new machinery has been installed in C. W. Lines & Co.'s grain warehouse at New Britain, Conn.

J. B. Hale has bought E. E. Foskett's grain and flour business at Franklin Falls, N. H., and has taken possession.

It is stated that E. Daugherty & Co. of Lebanon, Pa., will discontinue their branch grain and coal business at Hellmandale, Pa.

B. A. Stymest and Eugene E. C. Clark of Bath, N. H., have purchased the grain, feed and fuel business of the Northern Supply Co. at Woodsville,

N. H., and will continue it under the firm name of Stymest & Clark.

It is reported that G. H. Wilbur, a hay and grain dealer of East Wareham, Mass., will put up a branch store at Buzzards Bay, Mass.

The Haverhill Milling Co. of Haverhill, Mass., has opened a hay and grain store at Byfield, Mass. Steven Addison has charge as manager.

Hiram B. Griffin has purchased the grain business at Knightville, Me., from the Casco Feed Co. and will continue the business under the same name.

Edward Stater of Berlin, Conn., has bought a building at Beckley, Conn., formerly used as a canning factory, and will use it for the storage of grain and feed.

The R. Stephens Co. of Mt. Olive, N. J., has been granted a charter to deal in grain and feed. The company is capitalized at \$30,000 and the following are the incorporators: Fred W. Salmon, Willis A. Seward and Abram A. Cortelyou.

Articles of incorporation have been filed by the W. L. Smith Co., Smith's Basin, N. Y., to deal in coal, grain, etc. The capital stock is \$10,000 and the incorporators are: George W. L., Alfred H. and Celina B. Smith, all of Smith's Basin.

H. H. Smyser of York, Pa., has secured a suitable site in that city and will erect an elevator in which to carry on his grain and fertilizer business. The building will be of frame, 50x100 feet and four stories in height, equipped with modern machinery. A sidetrack from the Northern Central Railway will be put in.

The Barnett & Record Co. of Minneapolis, Minn., has taken a contract from the Milbourne Milling Co. of Philadelphia, Pa., for the erection of a tilt-tank elevator of 185,000 bushels' capacity at Sixty-third and Market streets, that city. A steel and brick working house is also being figured upon. The property where the Milbourne Mill stands was purchased from William Penn in 1690 by Samuel Sellers. The original mill, with a capacity of five barrels a day, was in operation in 1757. In 1814 the capacity was enlarged to twenty barrels daily. The sons of John Sellers increased it to fifty barrels in 1869. In 1879 the roller system was installed and the capacity increased to 100 barrels, and a slow but steady growth has been made since. To-day the mill, with capacity of 1,500 barrels, is owned and managed by J. R. Sellers, descendant of the original Sellers who bought the land from William Penn in 1690.

WESTERN.

The Pacific Grain Co. has been incorporated in Whitman County, Wash.

Ellidge & Higgins have sold their grain and feed warehouse at Cottage Grove, Ore., to Hartung & Hansen, proprietors of the Cottage Grove Roller Flour Mill.

Bids will be opened at Seattle, Wash., on April 15 for supplying the government with 2,382 tons of hay and 2,546 tons of oats for shipment to Manila, P. I.

An organization known as the Farmers' Club of Lincoln County has been formed at Davenport, Wash., to promote the establishment of warehouses and mills in Eastern Washington. The organization proposes to raise \$500,000 among the farmers of that section to build mills and warehouses. John Leipham is president; Louis D. Todd, secretary, and William McNew, treasurer.

MINNESOTA AND WISCONSIN.

The elevator at Lake Henry, Minn., is closed.

A farmers' elevator is talked of at Ormsby, Minn.

It is reported that another elevator will be built at Dundas, Minn.

The Great Western Elevator Co.'s house at North Redwood, Minn., is closed.

P. C. Grimm has succeeded Grimm Bros. in the grain business at Cassville, Wis.

The Prairie Elevator Co. has closed its house at Otter Tail, Minn., temporarily.

The Davenport Elevator Co. has closed its house at Kanaranzi, Minn., until next fall.

A farmers' elevator company has been organized at Barrett, Minn., with \$10,000 capital.

Andrews & Gage closed their elevator at McIntosh, Minn., for the season on March 31.

G. W. Van Dusen & Co. will rebuild their recently burned elevator at Morgan, Minn.

It is stated that William E. Coles will build an elevator near his flour mill at Benson, Minn.

The Farmers' Elevator at Amboy, Minn., has been purchased by a company of local business men.

J. C. Koelfgen has sold his elevator at Fairfax, Minn., known as the Independent Elevator, to W. H. Miller, a grain dealer of Jackson, Minn., who will take possession August 1. Mr. Koelfgen will

remove to Minneapolis. Emil Enger will continue in charge of the house for the new owner.

The Western Elevator Co. has closed its house at Frost, Minn., until next fall. L. N. Nelson was agent.

An independent elevator is projected at Menasha, Wis., by farmers and business men of that place and vicinity.

It is announced that Latzke Bros., proprietors of the flour mill at Belle Plaine, Minn., will build an elevator this summer.

The Albertson Elevator at Round Lake, Minn., is being overhauled and repaired and will be raised about six or eight feet.

The Douglass Elevator Co. has closed its elevator at Reading, Minn., on account of a scarcity of grain at this season.

It is reported that the Farmers' Elevator Co. of Canton, Minn., has offered to rent its elevator, possession to be given June 1.

C. B. Whitney has leased the Sidman Elevator at Clearwater, Minn., and will handle flour and feed in connection with the grain business.

A branch grain office has been opened at St. Cloud, Minn., by the Van Dusen-Harrington Co. of Minneapolis. N. W. Osterhaut has charge.

A charter has been granted to the recently organized Morgan Farmers' Elevator Co. of Morgan, Minn. The company is capitalized at \$10,000.

Skaugrud & Hanson, proprietors of the Ada Roller Mills at Ada, Minn., will put in a spur track to their mill and contemplate erecting an elevator.

The Skewis-Moen Elevator at Rushmore, Minn., closed March 1. C. E. Boddy, the agent, will take a vacation until the new crop is ready for the market.

It is stated that E. J. Briggs, buyer, and C. H. Keith, manager, for the Farmers' Elevator Co. at Ortonville, Minn., have resigned and the elevator is closed.

At a meeting of the directors of the Ellendale Farmers' Elevator Co., Ellendale, Minn., it was decided to proceed immediately with the incorporation of the company.

The Farmers' Elevator Co. of Barry, Minn., has elected the following officers: President, Henry Hanson, and secretary, James Regan. A 30,000-bushel elevator is to be built.

The Pacific Elevator Co. is making preparations to rebuild its elevator at Fairfax, Minn., which was burned a short time ago. Part of the material for the new house is now on the ground.

It is announced that the Northern Grain Co. of Chicago, Ill., which has a string of elevators in Minnesota and Wisconsin, will remove its headquarters from Chicago to Manitowoc, Wis.

Truax & Betts have sold their elevator at Glencoe, Minn., to the Farmers' Union Elevator Co. of Webster, S. D., possession being given April 1. C. H. Deuel will continue in charge as buyer.

The New Richmond Roller Mills Co. of New Richmond, Wis., will erect a 50,000-bushel annex to its present elevator. The company is increasing the capacity of its mill to 1,000 barrels a day.

An organization of farmers has been formed at Appleton, Minn., to build an elevator. J. C. Behlen is president and A. S. Persen secretary. It is the intention of the company to build during the coming summer.

The Calumet Grain Company of Minneapolis, Minn., has taken out a building permit for the erection of an elevator and power house at Twenty-fourth Avenue and the Omaha tracks, that city, to cost \$75,000.

The old roller mill at Kasota, Minn., which was purchased by the Hubbard & Palmer Co. of Mankato, Minn., will be remodeled and used for an elevator. A third story will be added and the building otherwise enlarged.

F. J. Smart and James I. Brimmer, who have been conducting a grain and produce business at Waukesha, Wis., under the name of Waukesha Grain & Produce Co., have dissolved partnership. The produce business will be continued by F. J. Smart, while Mr. Brimmer will operate the Globe Elevator.

Farmers in Fond du Lac County, Wis., are organizing a cooperative elevator company for the purpose of building an elevator at Mayville, Wis. Former Congressman Edward Sauerherger of that place has been elected general manager of the new organization, which will be known as the Farmers' Elevator Co.

Bernhard Stern & Sons, owners of the Atlas Flour Mills at Milwaukee, Wis., have let a contract for a 200,000-bushel fireproof tile elevator, to be erected on their property at the corner of Cherry and Commerce streets, that city. The structure will cost approximately \$50,000 and will be built by the Barnett & Record Co. of Minneapolis. The elevator will be known as the "Atlas Flour Mills Elevator B," and will increase the storage capacity of the firm's plant from 300,000 to 500,000 bushels.

It is expected to have the new elevator completed and ready for operation in about three months. It will be of fireproof construction throughout, equipped with modern machinery, and the owners propose to operate it without insurance on the grain.

Articles of incorporation have been filed by the recently organized Hardwick Farmers' Elevator Co. of Hardwick, Minn., which proposes to erect a farmers' elevator at that point. The company has a capital stock of \$10,000. The president is M. L. Wahlert; secretary, Herman Hemme. It is proposed to erect the elevator during the coming summer and have it ready for the fall business. There are already three elevators at Hardwick.

MISSOURI, KANSAS AND NEBRASKA.

A farmers' elevator is talked of at Waverly, Neb.

O. A. Cooper will build a new elevator at Sterling, Neb.

The Atlas Elevator Co. has closed its elevator at Allen, Neb.

Gifford Bros. have leased the Montgomery Elevator at Concordia, Kan.

Grier & Pears have succeeded the grain firm of Grier & Luce at Anness, Kan.

The Wells-Hord Grain Co.'s elevator at Boelus, Neb., is closed for the season.

The Kansas Grain Co. will erect a 14,000-bushel metal clad elevator at Ellinwood, Kan.

The Atlas Elevator Co. of Minneapolis, Minn., will build an elevator at Goodwin, Neb.

William Weber & Bro. have succeeded Wehr & Son in the grain business at Emma, Mo.

Shaw, Garner & Co. of Rockport, Ill., will build a new grain elevator at Louisiana, Mo.

The Johnson Grain Co. has bought C. E. Sheldon's grain business at Powhattan, Kan.

Lewis Ely has bought the elevator at Guide Rock, Neb., from J. M. Marsh of Hebron, Neb.

A. D. Steele has purchased A. C. Davis' elevator at Berwick, Kan. The consideration was \$35,000.

Steckel Bros. have put in new scales and remodeled their grain office at Great Bend, Kan.

The Peavy Elevator at Pender, Neb., is closed for the season, but will be reopened next fall.

A 500,000-bushel elevator is being built at Kansas City, Mo., for the C. M. & St. P. R. R. Co.

The Sandy Hook Mercantile & Elevator Co. succeeds Herfurth & Herfurth at Sandy Hook, Mo.

It is reported that the Hall-Baker Grain Co. of Kansas City, Mo., will build an elevator at Talmage, Neb.

The C. A. Dayton Grain Co. of St. Joseph, Mo., has increased its capital stock from \$20,000 to \$50,000.

Farmers and business men at McCool Junction, Neb., have subscribed \$1,500 toward building an elevator at that point.

The movement to organize a farmers' elevator company at Sterling, Neb., has not assumed any definite form as yet.

Wilson Bros., grain dealers at Wayland, Mo., have erected a building adjoining their elevator and will handle implements.

A co-operative grain association is reported formed at Lowell, Neb., with C. Weber as president and Fred Lange as treasurer.

The Holmquist Grain & Lumber Co. of Oakland, Neb., will install Hall Distributors in its elevators at Oakland, Lyons and Bloomfield, Neb.

The Sedan (Kan.) Milling Co., which was recently reorganized with \$10,000 capital, is building a 10,000-bushel elevator and a flour house.

The Farmers' Grain & Live Stock Association's elevator at Cambridge, Neb., has been moved to a more favorable site on the B. & M. right-of-way.

W. M. Chelf, who is building elevators at Hoxie, Dellvale, Calvert and Dana, Kan., will, it is announced, erect a 24,000-bushel elevator at Prairie View, Kan.

Hensley & Saylor of Montgomery City, Mo., will build a new grain elevator at Buell, Mo., a new station on the C., B. & Q. R. R. cut-off from Mexico to old Monroe.

Challburg Bros. have sold their elevator at Saronville, Neb., to the Farmers' Grain & Live Stock Association of that place. The purchase price was \$2,100.

The Piedmont Grain Co. of Piedmont, Mo., has been incorporated with a capital of \$5,000. The incorporators are C. D. Smith, P. K. Caldwell and Joseph W. Eads.

The Elgin Elevator Co. of Elgin, Neb., a farmers' co-operative association, has been incorporated with a capital stock of \$10,000, of which \$5,000 is paid up.

The Exchange Grain Co. has filed articles of incorporation at Omaha, Neb., with a capital stock of \$50,000. A. B. Jaquith, Grant E. Barnes, Warren

Switzler and M. F. Funkhouser are the incorporators.

It is reported that William Rundberg of Ong, Neb., has sold his elevator at Campbell, Neb., for \$5,800. It is said that he will also sell the house at Hildreth, Neb.

Tyler & Co.'s new 50,000-bushel elevator at Junction City, Kan., has been completed. The Great Western Manufacturing Co. of Leavenworth, Kan., was the builder.

The Farmers' Elevator Co. of Sterling, Kan., has increased the price of its stock from \$25 to \$38 a share. The company proposes to put in track scales to weigh grain in cars.

The Hannibal Milling Co. of Hannibal, Mo., has let the contract for the erection of a 50,000-bushel steel storage elevator. Extensive improvements are also to be made to the mill.

Brinson & Patterson, lumber dealers, have bought the elevator near the 'Frisco depot at Neodesha, Kan. It is said that they will convert the premises into a lumber yard.

A Kansas City paper states that the Hinds & Lint Grain Co., of Atchison, Kan., is thinking of removing its headquarters to that place and of erecting a large elevator in the east bottoms in Kansas City.

Farmers and business men of Lushton, Neb., have organized a co-operative company to be known as the Farmers' Elevator Association. The capital stock is \$10,000, divided into shares of \$25 each.

It is announced that the Columbia Hay & Grain Co., recently incorporated at St. Louis, Mo., with a capital of \$20,000, will build a grain elevator and warehouse. The building will be of brick and steel, 60x100 feet in dimensions.

The firm of Stucky Bros. & Reusser, conducting an elevator, grain and coal business at Moundridge, Kan., has been dissolved by mutual consent, D. A. Reusser retiring. The business will be continued by Stucky Bros.

At a recent meeting of the board of directors of the Snell Mill & Elevator Co. at Clay Center, Kan., it was decided to sell the 10,000 shares of stock remaining in the treasury and to pay a 30 per cent dividend on the old stock.

The farmers of Hitchcock and Hayes counties (Neb.) have taken up the co-operative proposition and have incorporated as the Palisade Grain & Live Stock Company, with headquarters at Palisade, Neb. The capital stock is \$10,000.

Farmers of Furnas County, Neb., have formed a co-operative organization with a capital of \$10,000 to operate elevators, buy and sell grain, live stock, etc., and have incorporated under the name of the Farmers' Business Association of Furnas County.

The Larabee Flour Mills Co. of Stafford, Kan., will increase the storage capacity of its plant by the erection of another 50,000-bushel steel storage tank. The Steel Storage & Elevator Construction Co. of Buffalo, N. Y., has the contract. The tank is to be completed by July 1.

The farmers living in the vicinity of Oakdale, Neb., have organized a co-operative grain company to be known as the Oakdale Elevator Co. The capital stock is \$10,000, of which \$5,000 is paid up. The company will build an elevator and intend to have it ready for operation by September.

Colburn Bros., millers of McPherson, Kans., are increasing the storage capacity of their plant by the erection of a 50,000-bushel steel storage tank. The Steel Storage and Elevator Construction Co. of Buffalo, N. Y., has the contract. A new wheat dump has been put in and a number of improvements and alterations have been made on the elevator.

The Farmers' Business Association of Norman, Neb., proposes to erect an elevator at that point and has asked the Burlington Railway for a site. The farmers' company tried to buy each of the two elevators already at Norman, but their owners refused the price offered. Anton Anderson is president and Henry Youngson, secretary of the Farmers' Business Association.

The Kansas City Star states that plans are being prepared for a grain elevator with a capacity of 1,500,000 bushels, which will be erected at Eighteenth Street and the Rock Island's tracks in Armourdale, Kan., by the J. Rosenbaum Grain Co. The company controls a line of elevators along the Rock Island in Oklahoma, Kansas and Texas and an elevator in Armourdale which has a capacity of 400,000 bushels. The new elevator will be the largest in the Kansas City district.

The Rock Milling & Elevator Co. of Great Bend, Kans., has bought another tract of land in Hutchinson, Kan., and will build a 75,000-bushel elevator. A brick office building will also be erected near the elevator, as the company proposes to move its main offices from Great Bend to Hutchinson. The Rock Milling & Elevator Co. purchased a large tract of land at Hutchinson some months ago, but it was found that it was not adapted to the pur-

pose for which it was acquired and has been disposed of. The company expects to build a flour mill later. It controls a string of 30 branch offices and elevators along the lines of the Santa Fe Railway.

Missouri Pacific railway interests have united under the corporate name of the Kansas-Missouri Elevator Co. to build or lease large elevators at Kansas City. The capital stock is \$300,000, fully paid up. The incorporators are: George J. Gould of New York, C. G. Warner, Russell Harding, F. J. McLean and F. W. Ireland of St. Louis, who hold one share each, and Crawford H. Duncan, also of St. Louis, who has 2,995 shares. The company will replace elevators that were destroyed by the floods at Kansas City last year, to be maintained in connection with the Missouri Pacific terminals.

THE DAKOTAS.

A farmers' elevator will be built at Finley, N. D.

A farmers' elevator is planned at Watertown, S. D.

A farmers' elevator company is talked of at Claremont, S. D.

At Lynchburg, N. D., a farmers' elevator to cost \$5,000 will be built.

The Duluth Elevator Co. will rebuild its burned elevator at Grafton, N. D.

L. A. Mabbott has closed the Reliance Elevator at Plankinton, S. D., for the season.

A farmers' elevator is to be built at McHenry, N. D., in time for handling this year's crop.

A farmers' elevator will be built at Kindred, N. D. Frank Russell is an interested party.

The Imperial Elevator Co. is erecting a coal shed in connection with its elevator at Barton, N. D.

Delaney Bros. of Williston, N. D., are said to contemplate building an elevator at White Earth, N. D.

Lyman & Smith have succeeded the firm of Lyman & Webb in the grain trade at Granville, N. D.

It is announced that the Johnson Land Co. of St. Paul, Minn., is to erect an elevator at Marion, N. D.

A farmers' elevator project is being promoted at Michigan, N. D., and a co-operative house may be built.

The Grain Growers' Association, recently organized at Putney, S. D., proposes to erect an elevator at that point.

The Farmers' Elevator Co. of Miner County, S. D., has been incorporated at Howard, that state, with a capital of \$10,000.

The recently organized Farmers' Elevator Co. of Wakonda, S. D., will shortly commence work on the erection of an elevator.

The office of the Western Elevator Co.'s elevator at Watertown, S. D., was visited by burglars recently and about \$30 stolen.

The Powers Elevator Co. has closed its elevator at Berea, N. D. The elevator at Gorman, N. D., will remain open throughout the season.

The elevator at Putney, S. D., owned by T. Strandness, has been closed, and the agent, John J. Nelson, transferred to Mr. Strandness' elevator at Lilly, S. D.

The Farmers' Elevator Company of Nome, N. D., has been chartered under the style of the Nome Grain Co. H. O. Hagen is president and M. Furgeson, secretary.

A farmers' elevator company has been formed at Colgate, N. D., with George W. Cole as president and E. H. Badger secretary. The company will either buy or build an elevator.

A farmers' elevator company is being formed at Wilnot, S. D., with a capital stock of \$10,000 to build a co-operative elevator and handle live stock. W. V. Laird is at the head of the project.

At a meeting of the stockholders of the Gibbs Grain & Fuel Co. held at Grand Forks, N. D., the following officers were elected: President, L. B. Gibbs, secretary and treasurer, W. A. Collins.

The permanent organization of the Clark County Farmers' Elevator Co. of Clark, S. D., has been effected. The company has purchased Walter M. Bail's elevator at Clark, paying \$6,000 for the same.

The Duluth Elevator Co. is rebuilding its elevator at Mekinock, N. D., which was recently destroyed by fire. The new house will have a stone foundation and will be modern in construction and equipment.

Farmers of Eddy County, N. D., have organized a company for the purpose of erecting a 50,000-bushel co-operative elevator at New Rockford, N. D. Joseph Maxwell and C. W. Hall are among the interested parties.

The Thompson Farmers' Elevator Co. is the name of a new co-operative company organized at Thompson, N. D., with a capital stock of \$25,000. The company proposes either to buy one of the four elevators at Thompson or to build a new one.

H. O. Thompson is president and M. C. Gaulke secretary.

A company composed of farmers of Jessie, N. D., and vicinity, has been organized to erect a co-operative elevator. The company will have a capital stock of \$12,000. Ole Anderson and W. T. McCulloch are interested parties.

A charter has been granted to the Twin Brooks Elevator Co. of Twin Brooks, S. D. The company is composed of local farmers and has a capital stock of \$20,000. W. J. Runge, W. F. Filbert and W. Raymond were the incorporators. A site for an elevator has been secured.

Articles of incorporation have been filed by the recently organized Farmers' Elevator Co. of Cooperstown, N. D. The company is capitalized at \$15,000 and proposes to build an elevator. The officers are: E. C. Butler, president, and E. S. Hamilton, secretary.

CANADIAN.

Laing Bros. have started a flour and feed store in Winnipeg, Man.

A. C. Beaton has started a flour and feed store at Strathcona, Assa.

A steel grain pit has been put in the Lindsay Elevator at Carnegie, Man.

M. Sim has purchased W. W. Anderson's flour and feed business at Cardinal, Ont.

The Meaford Elevator Co. has put in a new marine leg at its elevator in Meaford, Ont.

Henry Patrick, a flour and feed merchant of St. Thomas, Ont., has made an assignment.

The new grain elevator in Montreal harbor has been named "Harbor Commissioners No. 1."

J. G. King & Co., who operate a cleaning elevator at Port Arthur, Ont., have put in a chop mill.

The Great Northern Railway Elevator at Quebec, Que., will be opened for business on April 15.

W. Wallace has reopened his elevator at Niverville, Man., which had been closed for about two months.

A business man of Calgary, Alberta, is said to be thinking of building an elevator at Okotoks, Alberta.

The Goderich Elevator Co. of Goderich, Ont., is reported to have had a successful year and is able to declare a dividend.

Woods Bros., grain and implement dealers at Somerset, Man., have purchased D. M. Carrie & Co.'s implement business at that place.

It is said that the Canadian Northern Railway Co. is contemplating building an elevator at Port Arthur, Ont., for the treating and cleaning of damaged wheat.

The Crown Grain Co.'s new 250,000-bushel cleaning and transfer elevator at St. Boniface, Man., is nearly ready for operation. W. S. Cleveland of Minneapolis was the builder.

The Montreal Harbor Commission is said to be of the opinion that a recommendation should be made to the government asking for the erection of another elevator at Montreal.

The Ogilvie Flour Mills Co., Ltd., of Montreal, Que., will establish a fleet of grain-carrying steamers of its own on the upper lakes. Port Colborne will probably be the eastern port for the fleet.

A quantity of No. 1 hard wheat, grown by George Marsden of Brandon, Man., was recently purchased by a commissioner of the Agricultural Department of the province for shipment to Brisbane, Australia, where it will be used for seed.

The Empire Elevator Co. has closed a contract with Barnett & Record Co. of Minneapolis to erect a terminal elevator at Fort William, with a capacity of 1,750,000 bushels. The contract calls for the building to be completed in time to handle the crop of the present year.

The Canadian shipping interests of the Great Lakes propose to request the Dominion government to further improve the locks at the entrance to the Lachine Canal at Montreal, Que.; to lengthen the entrance lock at Morrisburg, Ont.; to deepen the Welland Canal, and to complete the Trent Valley Canal from Lake Ontario to Georgian Bay.

The proposed new elevator to be built at Collingwood, Ont., will be erected on a site about 250 feet from the present elevator. The new house will consist of 18 circular bins, each 30 feet in diameter and 90 feet in height. A steel cupola at the corner will contain two 1,500-bushel scales and garners. The elevator will be of steel and concrete construction and will have a capacity of 1,000,000 bushels.

Work has been commenced on the Ogilvie Flour Mills Co.'s 500,000-bushel elevator at Fort William, Ont. It will be of steel fireproof construction with concrete foundations, built on piles driven to solid rock. The house will be divided into 40 cylindrical bins each 90 feet deep. The cylinders will be nested, and the intermediate three-cornered spaces between them will also be used for storage purposes.

The elevator will be located on the Kaministiquia River and will be equipped to deliver grain either to vessels or cars. The first story, covering the entire area under the bins, will be 10 feet in height and built of armored concrete. The two receiving tracks will be enclosed in a steel car shed, two stories high, the upper story being used for cleaning and dust-collecting machinery. The total handling capacity of the house will be 100 cars a day and vessels may be loaded at the rate of 30,000 bushels per hour. The cleaning machinery will be capable of cleaning 12,000 bushels of grain an hour. The most modern equipment will be installed throughout and electrical power will be supplied for operating purposes from the Canadian Pacific Railway Company's new central power station. The elevator is being built by the Macdonald Engineering Co. of Chicago, Ill.

THE EXCHANGES

A recent sale of a Chicago Board of Trade membership is reported at \$3,650 net to the seller, \$50 under the last previous sale.

The movement to separate the grain trade interests of Buffalo from the Chamber of Commerce of that city is referred to elsewhere in this paper.

The Milwaukee Chamber of Commerce has gone on record as being opposed to national grain inspection, the directors having recently indorsed the resolutions adopted by the representatives of the Atlantic ports at the meeting held in New York on January 6.

The directors of the Chicago Board of Trade have deferred action on the recommendation of the grain committee for the concentration of the duties of the grain samplers into a bureau under the supervision of the directors until the first meeting in May to allow ample time for its consideration.

An apparently baseless rumor was circulated in Omaha early in the month to the effect that the Omaha Grain Exchange would consolidate with the Commercial Club of that city. This has been vigorously denied by members and officers of the Exchange, who say that its affairs are in a most flourishing condition.

The annual statement of the trade and commerce of St. Louis for year 1903, as reported to the Merchants' Exchange of that city by George H. Morgan, secretary, has been received at this office. It is an imposing volume of over 300 pages and gives a complete review of the business of St. Louis for the period under review. As usual a large part of the book is devoted to the grain and elevator business.

A movement has been inaugurated to give members of the New York Produce Exchange a participative and transferable interest in the property of the corporation. Produce Exchange memberships, it is claimed, have not flourished since the New York Stock Exchange members abandoned the many taken by them at advanced prices while the new Stock Exchange was building, and there has been a strong desire to put them on a more satisfactory basis.

The grain committee of the San Francisco Merchants' Exchange has decided to recommend to the directors the adoption of a new rule, that hereafter all trades in futures must be on the regular sessions of the board and that trading in hallways and corridors will not be recognized. All trading must cease when the gong sounds at the end of the morning and afternoon sessions. Trading off sessions will be punished by a fine for the first offense, suspension for the second, and, if advisable, expulsion for the third.

The annual sale of sample tables in the Baltimore Chamber of Commerce was held on April 4. Secretary Wroth was the auctioneer and the bidding was spirited. There are 40 grain and eight flour tables, the former paying a rental of \$6 a year and the latter \$1 a year. Dudley & Carpenter got the first choice of grain tables, paying a premium of \$18. Frank Knight & Co. got second choice for \$15, and C. S. Schermerhorn third choice for \$16. Hammond & Snyder paid \$20, the highest price paid for the grain tables. The total realized from the grain tables was \$653. Lederer Bros. got first choice of the flour tables for \$1 and John C. Legg & Co. got the second choice for the same figure. The flour tables realized \$10.

The grain committee of the Chicago Board of Trade, which was appointed some time ago to select type samples which will govern Chicago inspection, has completed its work. "Our design has been," says James S. Templeton, a member of this committee, "to have every grade of wheat a pure one. If our type samples are adhered to there will be no mixing of wheat of different characters. The No. 1 northern will have nothing in it except northern spring wheat, the No. 2 red nothing but

soft winter and the No. 2 hard nothing but hard winter wheat. If there is anything but pure wheat hereafter in this market it will be because the recommendations of the committee are not followed and the type samples prepared are not adhered to."

WINNIPEG CLEARING ASSOCIATION.

After having practically suspended operations for two years the Winnipeg Grain and Produce Exchange Clearing Association, which again became active a few months ago, held an annual meeting on March 8. The first business was the consideration of a number of amendments to the constitution. These had been prepared by the counsel for the association and were read and explained. The election of a new directorate followed. This was composed of Messrs. C. A. Young, W. J. Bettingen, Capel Tilt, S. P. Clark, T. L. Morton, W. L. Parrish, W. H. McWilliams, F. H. Phillips and A. Cavanagh. Immediately at the close of the general meeting the directors met and elected officers as follows: President, C. A. Young; vice-president, W. J. Bettingen; secretary-treasurer, Capel Tilt; manager, F. O. Fowler. The officers are quoted as saying that the business so far of the association had been very satisfactory and very much larger than anticipated.

PITTSBURGH GRAIN TRADE ASSOCIATION.

The Pittsburgh Grain Trade Association made formal application for a charter on March 23. The object of the association is "to protect its members against unlawful and unjust exaction by carriers, warehousemen and others; spreading reliable commercial intelligence among its members; furnishing information to its members to enable them to regulate credits and collect debts, and in advancing in every lawful way the interests of the business in which its members are engaged."

The members are: R. S. McCague, Pittsburg; J. A. A. Geidel, Pittsburg; H. G. Morgan, Pittsburg; Robert Thorne, Wilkensburg; R. S. Martin, Wilkensburg; R. E. Austen, Etna; C. A. Foster, Pittsburg; D. G. Stewart, Pittsburg; Philip Geidel Jr., Pittsburg; D. V. Heck, Sheraden; S. B. Floyd, Pittsburg; W. A. McCaffrey, Pittsburg, and N. Morton, Sheraden.

The headquarters of the association are to be in Pittsburg and the management is vested in a board of ten directors, five of whom shall be elected at the first meeting after organization and five to be elected at each annual meeting thereafter, to hold office for two years. The directors chosen for the first year follow: R. S. McCague, J. A. A. Geidel, H. G. Morgan, Robert Thorne, R. E. Austen, C. A. Foster, D. G. Stewart, J. W. Smith, Philip Geidel Jr., the first five of whom shall hold office for two years.

The corporation is not organized for profit and will have no capital stock. Persons engaged in the feed and grain business over twenty-one years of age are eligible to membership by a three-fourths vote of the directors.

ANNUAL MEETING AT TORONTO.

The annual meeting of the grain section of the Toronto Board of Trade was held on March 15. Chairman J. C. McKeggie in his annual report commented upon the fact that, although representations had been made to the Dominion government urging the appointment of official weighers and also the fixing of flour standards, nothing had been done in either of these matters. The following were elected officers for the ensuing year: Chairman, Hedley Shaw; vice-chairman, D. Dlews Jr.; executive, F. W. Hay, W. D. Matthews, C. B. Watts, John Carrick, John Fisher, C. W. Band and A. N. Pearce; complaint committee, C. Goode, D. O. Ellis, J. C. McKeggie, Hedley Shaw; membership committee, D. O. Ellis, J. O. Fisher, W. Ross, M. P. D. Plewes Jr., Thomas Martin, F. W. Hay.

THE CO-OPERATIVE WHEAT ELEVATOR.

The tendency among farmers to establish grain elevators at country points can be criticised only from the standpoint of policy for the farmers themselves. The business lines of the country are so constructed that attempts to control all lines for the benefit of one line have proven failures in the end. Manufacturers of merchandise have sought many times to eliminate middlemen, but economy of operation has asserted itself and the jobbing distributors of merchandise have remained in the field. The farmer has attempted at various times to monopolize the handling of his produce, only to find that theories are not always practical.

In the Northwest there is a move to establish co-operative elevators with the view of reducing the expense of handling wheat. The country merchant is giving aid to this movement without stopping to consider that if co-operative elevators are wise for the farmer, co-operative stores may be also.

The fact is, the co-operative elevators have not met the test yet. The farmer has not met business competition to the point of results during unfa-

avorable seasons when improper methods of handling wheat may bring losses. The co-operative elevator is a good deal of a dream. If the farmer will devote careful study to improving agricultural methods results will be far greater than from "going into business."—Commercial West.

COMMISSION

Lowrey Bros. & Co., grain commission merchants of Lincoln, Neb., have removed to Omaha.

Frank J. Magin, who was formerly with Milmine, Bodman & Co., has gone with T. D. O'Brien & Co., Chicago.

Mac King, formerly with Frank Harlow & Co., Chicago, has gone with A. J. White & Co. of this city.

E. W. Burdick, formerly with Fyfe, Manson & Co., Chicago, has identified himself with Wright, Bogert & Co., Chicago.

L. LeRoy Winters, who has been with C. E. Gifford & Co., Chicago, for some years, has gone with R. G. Chandler & Co., Chicago.

The grain department of S. C. Love & Co., Chicago, has been placed under the management of Fred C. Aldrich, vice G. G. Moore, resigned.

J. C. McGinnitie has engaged to represent the C. H. Albers Commission Co. of St. Louis, Mo., as traveling representative in southwestern territory.

W. H. Perrine, who came to Chicago from Kansas City, and who has been with Richardson & Co. for a number of years, has gone with J. F. Harris & Co.

It is reported that Morris Cassard, for many years confidential man for Cudahy, will soon engage in the grain commission business for himself in New York City.

E. F. Rosenbaum, of the J. Rosenbaum Grain Company, Chicago, left this city with his wife last month, for a two months' pleasure and business trip to Great Britain and the Continent.

The Van Dusen-Harrington Co. of Minneapolis, Minn., has incorporated with a capital of \$200,000 to do a grain commission business. Fred C. Van Dusen, Charles M. Harrington and George H. Daggett are the incorporators.

Clyde S. Emrick, general manager and principal stockholder of the Interstate Grain Company of Bath, Ind., and College Corners, Ohio, has resigned to become secretary-treasurer of the Cincinnati Grain Company of Cincinnati, Ohio.

Fred Grimsell, formerly and for many years in the grain business in Chicago, but late at Chariton, Iowa, has returned to Chicago and purchased a membership on the Chicago Board of Trade. He will again engage in the grain trade.

A new grain commission company has been formed at Omaha, Neb., under the style of the Exchange Grain Company. A. B. Jaquith is president, and George E. Barnes, vice-president and treasurer. Offices have been opened in the Omaha Board of Trade building.

Walter Griscom, late of the mill building firm of Griscom & McFeely, Philadelphia, has embarked in the grain business with offices at 467 Bourse Building, Philadelphia, Pa. He will buy Western grain and feed, principally for Eastern and New England accounts.

To avoid complications, on account of the death of Charles Counselman, all trades in grain and provisions of Charles Counselman & Co. on the Chicago Board of Trade were transferred to J. H. Wrenn & Co. This transfer in no way affects the firm of Counselman & Co.

"Dick" Flemming, of the firm of Ellis & Flemming, hay and grain commission merchants at Cincinnati, Ohio, was presented with a handsome Haviland china dinner set by his fellow members of the Cincinnati Chamber of Commerce on March 30. Mr. Flemming recently became a benedict.

The grain brokerage business of C. A. Burks at Decatur, Ill., will be conducted in the future under the firm name of C. A. Burks & Co. Willis Peck and J. F. Sprague, both experienced grain men, have associated themselves with Mr. Burks and will devote their undivided attention to the business, which has already demanded increased space and facilities.

Richardson & Co., Chicago, have finally closed their deal with J. F. Harris & Co. for the sale of the country elevators controlled by the Richardson corporation. Erskine Richardson and Joseph C. Snyder will go with J. F. Harris & Co. It is expected that R. D. Richardson will carry on the shipping and commission business of Richardson & Co. The elevators purchased are twenty in number and are located on the Santa Fe in Illinois, Missouri and Kansas. The formal transfer will

occur on May 1. J. F. Harris & Co. have also taken over the terminal elevators on the Santa Fe owned by that road which have been operated by the Richardsons.

J. D. Stacy, who has been with Bartlett-Frazier for twenty years, went with the Urdike Commission Company, Chicago, April 1. He will have charge of their cash grain business.

The Chicago grain commission firms of Wright & Taylor and W. B. Bogert & Co. have consolidated. A new firm has been incorporated with a capital stock of \$50,000, under the style of Wright, Bogert & Co., to do a commission and brokerage business. The consolidation went into effect March 28. J. F. Wright and W. B. Bogert are the principals in the new corporation.

The grain commission firm of Knight, Donnelly & Co. state that they have, in connection with one other Chicago Board of Trade firm, contracted for the exclusive services of B. W. Snow, the expert crop statistician, formerly of the government crop statistical department, to supply them with accurate advance information affecting the growing crops during the coming six months.

The commission firm of W. G. Press & Co., Chicago, was reorganized April 1. Mark Bates was elected president; W. G. Press, vice-president; and Harry Bates, secretary. While Mr. Press has sold his membership in the Chicago Board of Trade, and under the rules of the board could not continue as president of W. G. Press & Co., he retains his interest in that concern. His business interests on the Pacific Coast and his health make it impossible for him to spend much of his time in this climate.

Reorganization of the Chicago grain commission firm of Counselman & Co. was necessitated by the recent death of the founder of the house. The name of the reconstructed firm will be Counselman & Stream, being made up of Willis Counselman and J. J. Stream. The former is a nephew of the late Charles Counselman and was connected with the firm for the last twelve years. Mr. Stream was for twenty-two years an employee of the Counselman house, acting for some time in the capacity of manager.

Wanzer & Co., one of the oldest grain commission firms on the Chicago Board of Trade, filed a voluntary petition in bankruptcy in Judge Kohl-saat's court on April 6. According to the schedule the total individual and partnership liabilities are \$183,988, against assets of \$234,323. The members of the firm, James M. Wanzer and William H. Chadwick, asked to be adjudged bankrupt, both as individuals and as partners. The court appointed Henry W. Leman receiver. He took possession of the firm's offices in the Rialto Building and posted a notice on 'Change, asking that all persons having open trades with Wanzer & Co. close same immediately. The firm did principally a cash grain business and no other houses were involved. Both members of the firm are members of the Chicago Board of Trade and have been in the grain trade of this city for many years.

FLAXSEED

A report from Pierre, S. D., under date of April 6 says that those who are settling in that state west of the Missouri River are taking kindly to flax as the best sod crop, and a large acreage will be put in this year. The heaviest cropping in that section this year will be flax and corn.

Imports of flaxseed for the month of February amounted to 1,106 bushels, valued at \$1,591. The total imports of flaxseed for the eight months ending with February were 6,420 bushels, valued at \$8,224, as compared with 119,922 bushels, valued at \$180,135, for the corresponding period ending with the preceding February.

During the month of February 4 bushels of flaxseed, valued at \$8, were exported, as compared with 63,658 bushels, valued at \$81,843, for the preceding February. For the eight months ending with February 757,970 bushels of flaxseed, valued at \$820,200, were exported, as compared with 3,845,201 bushels, valued at \$5,364,238, for the corresponding eight months ending with the preceding February.

It is now thought that the flaxseed crop of the Northwest for 1904 will be a great deal less than last year. The acreage sown will be, it is now estimated, from 25 to 50 per cent less than last year. This applies especially to North Dakota, where most of the flaxseed is raised. Last year's crop was very unsatisfactory, both as to yield and prices. This will probably result in farmers raising more wheat and barley, which have proved to be better paying crops. The condition of the flaxseed market at seeding time and weather conditions at that period will have much to do with

the flax acreage of the Northwest this year. A wet, late spring will result in a larger flax acreage than otherwise will be planted.

The soil of the Edmonton district of Manitoba was pronounced to be very favorable for flax growing by a prominent linen manufacturer of Leeds, England, who recently visited that section of the Canadian Northwest.

According to the Duluth Commercial Record a large part of the recent flax receipts at that port were from Minneapolis. While Minneapolis has been shipping a great deal of flaxseed to Duluth, it is said that there is a good demand for the seed by Minneapolis crushers. This demand, however, is for fresh country flax, as it is considered more desirable than that in the Minneapolis elevators. Some recent arrivals of flax from country points at Minneapolis were much sought after by the crushers. The receipts of flaxseed at Duluth up to March 26 were about 1,000,000 bushels.

A recent dispatch from St. Paul, Minn., says that heavy contracts have been made lately with the St. Paul linseed mills for the delivery of oil cake to the Japanese government for the use of artillery and cavalry horses in the field. The cake, on account of its nutritious properties and its compact form, is highly valued for that purpose. During the Boer war in South Africa large quantities of cake were exported by the Buffalo and St. Paul linseed oil mills for the use of the British artillery and cavalry. On account of good local demand for the cake the price is unusually high and little has been exported of late.

BARLEY AND MALT

The American Malting Co. closed its elevator at Simpson, Minn., April 1.

The recent high water at Fond du Lac, Wis., flooded the basement of the Fond du Lac Malt & Grain Company's plant.

Eaton Bros. Brewing Co.'s malting plant at Owens Sound, Ont., Canada, was burned March 11, causing a loss of about \$40,000.

A building near Fernando, Cal., containing 1,500 sacks of barley was destroyed by fire on the night of March 22. The fire is thought to have been of incendiary origin.

Export shipments of barley from Portland, Ore., to European ports since the opening of the season were recently reported to have exceeded 1,000,000 bushels. Large shipments are already ordered to be made from that port to Japan.

A recent press report from San Francisco, Cal., states that a deal for 5,000 tons of barley has been closed in that city with agents of the Russian government for the use of Russian troops in the field. Both Russian and Japanese agents have been negotiating for barley in the San Francisco market for some time.

It is announced that the Canada Malting Company of Toronto, Ont., has decided to begin operations on a large scale in Montreal, Que. A malting plant and elevator will be erected. The site has already been secured and work will soon be commenced. The plant is to be one of the largest and most complete of its kind in Canada. It will cost \$350,000. The Barnett & Record Company of Minneapolis is reported to have the contract for the elevator.

Building permits have been issued and work has been begun on the reconstruction and extension of the plant of the American Malting Co. at Milwaukee, Wis., which was partially destroyed by fire last summer. The permits call for work amounting to \$467,000. A cluster of twelve circular brick grain tanks with an aggregate capacity of 250,000 bushels is now being built. The W. S. Cleveland Elevator Building Co. of Minneapolis, Minn., has the contract for the new storage tanks.

IMPORTS AND EXPORTS OF BARLEY AND MALT.

Imports—		BARLEY.		Bushels.	Value.
February, 1903	27	\$	13		
February, 1904					
Eight mo. end. February, 1903..	56,189		30,008		
Eight mo. end. February, 1904..	74,284		36,670		
Exports—		BARLEY MALT.		Bushels.	Value.
February, 1903	224,452		131,770		
February, 1904	296,649		168,365		
Eight mo. end. February, 1903..	7,837,124		4,322,470		
Eight mo. end. February, 1904..	9,016,368		5,225,131		
Exports—		BARLEY MALT.		Bushels.	Value.
February, 1903	42,070		30,150		
February, 1904	41,866		29,755		
Eight mo. end. February, 1903..	244,911		177,851		
Eight mo. end. February, 1904..	262,946		191,671		

PERSONAL

H. W. Escott of Claremont, Minn., is now buying grain at Burchard, Minn.

Charles Wellik of Duncan, Iowa, has taken charge of an elevator at Steen, Minn.

A. M. Ross has taken a position in Darnell & Spencer's elevator at McLean, Ill.

Philemon Chan has succeeded Mr. Gruley as agent for the Woodsworth Elevator Co. at Lowry, Minn.

Charles Hovick has closed the Ingold Elevator at Rembrandt, Iowa, and returned to his home in Minnesota.

George W. Lazely has succeeded Charles Keenan as manager of the Cutler Company's grain store at Warren, Mass.

Julius B. Jacobson of West Lake, Minn., has been placed in charge of the Gillett & Cooper elevator at Kerkhoven, Minn.

Frank Sutler, who is now in charge of the elevator at Leverett, Iowa, has removed his family to Marathon, that state.

Fred Collett has resigned as buyer in the McMichael Elevator at Preston, Minn. He is succeeded by George Hopp.

John Monot, until recently grain buyer for the Export Elevator Company at Dauphin, Man., has removed to British Columbia.

Milo Billings has resigned as buyer for the St. John Grain Company at Windom, Minn., and will engage in farming near Bingham Lake, Minn.

Albert Russell, who has been in charge of the Peavey Elevator at Thurston, Neb., for the past two seasons, has removed to Bloomfield, Neb.

Peter Severson has given up his position as manager of the Ries Elevator Company's house at Bricelyn, Minn., and will remove to Washington.

E. C. Northway writes that he has removed from Bladen, Neb., to Ong, that state, and expects to take a position with the Trans-Mississippi Grain Co.

F. M. Joyce has again taken charge of the Northern Grain Co.'s elevator at Buckingham, Iowa, succeeding E. W. Taylor, who has removed to Kansas.

John T. Freeman, agent for the Minneapolis & Northern Elevator Co. at Grand Forks, N. D., is a candidate for alderman for the ward in which he resides.

Robert Friend, who has been in charge of the Duff Grain Co.'s elevator at Red Willow, Neb., has been transferred to the company's house at Unadilla, Neb.

Philip Schoeneman has taken the position of grain buyer for the Spencer Elevator Company at Grafton, N. D., succeeding W. F. Quinn, who recently resigned.

Ole S. Thompson has resigned his position in the Peavey Elevator at Starbuck, Minn., and will engage in farming in Canada. Martin Edberg has succeeded Mr. Thompson as buyer.

T. J. Kizer, who has been in the grain business at Hammond, Ill., for the past thirty years, has removed to Decatur, Ill., and will take a rest from the grain trade. His son, L. P. Kizer, will have charge of the business at Hammond.

W. T. Kemper, of the Kemper Grain Co. of Kansas City, Mo., has been nominated for mayor of that city on the Democratic ticket. Mr. Kemper resigned as commissioner of police to make the race.

Albert J. Hanten succeeds H. H. Schmidt as buyer for the McCaull-Webster Elevator Company at Rauville, S. D. Mr. Hanten was in charge of the company's elevator at Palmer, S. D., before removing to Rauville.

Charles Olson, who has been in charge of Henry Roberts' elevator at Kennard, Neb., has been transferred to Arlington, Neb., and will act as manager of Mr. Roberts' elevator at that place. M. C. Grover succeeds Mr. Olson at Kennard.

M. S. Phillips, agent for the Monarch Elevator Company at Tower City, N. D., recently suffered a serious injury to his right eye. He was struck by a nail which he was driving and as a result had to go to a hospital to save his sight.

John J. Vickerman, who has been buying grain for the Davenport Elevator Company at Ellsworth, Minn., since the resignation of Lawrence Essar, has closed the elevator at that place and taken charge of the company's house at Altoona, Minn.

C. W. Heironimus, proprietor of the Cincinnati & Northern Elevator at Greenville, Ohio, is out between \$75 and \$100 as a result of a visit from a sneak thief on the night of March 30. The window of Mr. Heironimus' sleeping room on the ground floor of his residence was pried open by the thief and his trousers, containing a pocketbook with the above amount of money, carried away.

The trousers and pocketbook were afterward found in the rear of the house, but the money was gone.

J. A. McAuley has removed from Casselton, N. D., to New Rockford, that state, and taken charge of the Dakota Elevator Company's house as manager.

G. W. Kellog, traveling representative of the John Miller Grain Company of Duluth, Minn., is reported to have been granted a patent on a new door for grain cars.

John Nelson has resigned as manager for the McCaull-Webster Elevator Co. at Louisburg, Minn., and will probably go on the road for the International Harvester Co.

Robert I. Hunt, a member of the grain and milling firm of Suffern, Hunt & Co. at Decatur, Ill., will be a candidate for the Democratic nomination for lieutenant-governor of Illinois.

SEEDS

The Covington Seed Co. succeeds the Covington Seed & Implement Co. at Covington, Ky.

Kansas alfalfa seed is shipped to Europe in large quantities, where it is used for making "fast colors."

Articles incorporating the Venable Seed Co. of Owensboro, Ky., with a capital stock of \$6,500, have been filed. The incorporators are: T. S., S. Q., Matilda T. and J. A. Venable.

It is stated that the whole seed-growing industry of France may be organized into a syndicate. Seed growers of that country are very much dissatisfied with the prices received for their product.

The Hickox-Mull & Hill Co., seed and implement dealers at Toledo, Ohio, has leased another four-story building in that city, as its business has outgrown the present quarters. The old premises will also be used as heretofore.

The Eastern Ontario Seed Grain Association elected the following officers at a recent meeting held at Ottawa, Ont.: President, Warden Boyce; first vice-president, P. Madden; second vice-president, Norman Wilson, and secretary, J. C. Stewart.

The warehouse of William Ewing & Co., seedsmen, of Montreal, Que., was damaged by fire on March 21. The fire was caused by defective electrical wires and started in a small office on a lower floor. It was confined to that part of the building, the upper floors suffering only from smoke. The loss is \$2,000, fully covered by insurance.

The government experimental station, seed farm and plant introduction garden of the Department of Agriculture, will be located at Chico, Cal., in the Sacramento Valley of that state. A tract of land suitable for that purpose has been secured at a cost of \$9,000 and between \$2,000 and \$3,000 will be spent for putting in an irrigation system and other improvements.

According to the Canadian Grocer, the farmers who made exhibits at the Eastern Ontario Seed Fair at Ottawa, Ont., were benefited by receiving large orders for seed grain. The prices paid were about 25 per cent above the market quotations on account of the purer quality of the grains offered. This applied especially to wheat, oats, barley, rape, timothy seed and beans.

Edwin J. Bowen, the pioneer seed merchant of the Pacific coast, died suddenly at his home in San Francisco, Cal., on March 7. Mr. Bowen was born in New York state over 71 years ago and moved to California about 30 years ago. He engaged actively in the seed business at San Francisco, and meeting with success at that point, afterward opened branches at Portland, Ore., and Seattle, Wash. The wholesale seed business which he established will be continued by his widow.

Burnett Landreth and Leopold Landreth, of the firm of D. Landreth & Sons, seed merchants of Philadelphia, Pa., were discharged as involuntary bankrupts on March 30 by Judge McPherson, in the United States District Court at Philadelphia. The petition in bankruptcy was filed several months ago, at which time the firm's liabilities were estimated at about \$150,000. The house was founded in 1784 by David Landreth, and owned extensive seed farms in Pennsylvania, Virginia and New Jersey.

The Canadian Minister of Agriculture, in an endeavor to suppress spreading of noxious weeds throughout Canada through the medium of the seed trade, has distributed to seed dealers samples of noxious seeds so that they may be able to detect any species of such seed that are present in their stocks. He will also, it is reported, secure the adoption of legislation by the Dominion government to place commerce in agricultural seeds on a better and more legitimate basis. Provision will be made for the uniform grading of the principal grass and clover seeds sold in Canada, so that those which are represented to be of the best quality will not contain seeds of noxious weeds.

FIRES--CASUALTIES

The Imperial Elevator Co.'s elevator at Souris, N. D., was damaged by fire recently.

The premises of D. W. Owens, dealer in hay, grain and fuel at Lottaville, Ind., were recently damaged by fire.

W. A. Alban's grain elevator at Belleville, Mich., was recently destroyed by fire, causing a loss of \$4,500, partially covered by insurance.

Fire at Dresden, N. D., recently destroyed the Cargill Elevator. About 10,000 bushels of grain were destroyed. The elevator will be rebuilt.

J. A. Cox & Co.'s elevator and warehouse at Iowa Park, Texas, was burned on March 19, causing a loss of \$5,000.

The recent high water flooded the grain pit of the Northern Grain Co.'s elevator at New Richmond, Wis., putting the house temporarily out of commission.

The Farmers' Warehouse Co.'s warehouse at Garfield, Wash., was damaged to the extent of about \$300 on April 2. Damage to the contents is estimated at \$100.

The grain warehouse at Portage la Prairie, Man., owned by Metcalfe & Sons, oatmeal millers, gave way on April 4 and the contents, 10,000 bushels of oats, ran out upon the ground.

At Brinsmade, N. D., the elevator owned by the Monarch Elevator Company was destroyed by fire of unknown origin on the morning of March 11. The company's coal sheds were also burned.

William Murray's new grain elevator at White Heath, Ill., was wrecked during a wind and rain storm on the night of March 24. The elevator, which was valued at between \$6,000 and \$7,000, is being rebuilt.

The elevator at Fletcher, Ont., owned by the F. B. Stevens Elevator Co., was burned to the ground on March 14. About 10,000 bushels of grain were destroyed. The total loss is about \$10,000. The grain was insured, but the building was not. The cause of the fire is not known.

An incendiary attempt to burn the American Grain Co.'s elevator at Brandon, S. D., was made at an early hour on the morning of March 12. The fire bug had placed a quantity of straw, saturated with oil, under the building and had set fire to it. The fire was discovered and extinguished before much damage was done. This is the third attempt to burn this elevator.

The large grain elevator at Arenzville, Ill., owned by the Beardstown Lumber & Grain Co. of Beardstown, Ill., was burned on the evening of March 11. The fire started in the engine room and spread so rapidly that it was soon beyond control. About 25,000 bushels of grain were destroyed. The loss is estimated at from \$10,000 to \$13,000, and is said to be practically covered by insurance.

G. W. Van Dusen & Co.'s elevator at Morgan, Minn., burned on the night of March 22, together with its contents, consisting of about 3,000 bushels of wheat, 1,000 bushels of oats, 500 bushels of barley, 800 bushels of flax and a quantity of rye. The building, aside from its contents, was valued at \$3,000. A carload of wheat on the adjacent tracks was also burned.

The Grand Trunk Elevator at Valparaiso, Ind., operated by the Way-Higley Grain Co., was destroyed by fire of unknown origin at 9:30 o'clock p. m., March 21. Several thousand bushels of grain were destroyed. The Way-Higley Grain Co.'s loss was about \$2,000, with \$1,000 insurance. The Grand Trunk Railway Co., owner of the elevator, suffered an estimated loss of \$4,000, with \$2,000 insurance.

The Kansas Grain Co.'s 4,000-bushel elevator at Pawnee Rock, Kan., burned on the night of March 29. The fire is supposed to have been caused by sparks from a passing locomotive. The burned building was of frame construction and contained about 1,000 bushels of wheat at the time of the fire. A gas engine was used to operate the machinery. There was \$800 insurance on the building and \$1,000 on its contents.

The hay and grain interests of Malden, Mass., suffered heavily from fire on the night of March 22, two fires, both of incendiary origin, occurring on that night. The first fire was in the hay and grain warehouse of J. A. Connor & Co., at 41 Irving Street, that city. The building was a two-story frame structure and was partially destroyed. The contents, consisting of several carloads of hay and a large quantity of flour, oats, corn and feed, were badly damaged by fire and smoke. The total loss is estimated at \$10,000, partially insured. The

second fire was in W. H. Cunningham's hay and grain store, also a frame building, at 72 Florence Street. The building and contents were both badly damaged. Mr. Cunningham's loss on stock is estimated at \$1,000. The building is owned by other parties. The property was insured. These fires, as well as another which occurred on the same date, are thought to have been the work of fire bugs.

Parson Bros.' elevator at Warren, Minn., burned to the ground on the night of March 18, causing a loss of over \$5,000. The elevator had a capacity of 30,000 bushels, and was erected a number of years ago by a milling company which operated a mill in Warren. After the company's mill was destroyed by fire the elevator was purchased by Parsons Bros. of Minneapolis, who have since operated it. The loss is partially covered by insurance.

One of Charles C. Davis & Co.'s elevators at Laura, Ill., was burned on the morning of March 13. The fire was discovered at 2 o'clock a. m., and by the time assistance was at hand the entire structure was in flames. The firm's other elevator, about 70 feet distant, was saved. The loss is estimated at about \$3,000, with \$1,500 insurance. There was very little grain in the burned house. It is the intention of the owners to rebuild before next harvest.

The Miller-Clark Grain Co.'s four-story brick elevator and warehouse at Fairmont, W. Va., was destroyed by a fire, supposed to be of incendiary origin, on March 23. It started on the third floor and spread so rapidly that it was beyond control shortly after being discovered. The loss on the building, machinery and contents is reported at \$80,000, with \$30,000 insurance. The company owns a smaller warehouse in another part of the city and will occupy it temporarily until larger quarters can be provided.

IN THE COURTS

The Spencer Grain Company, Minneapolis, has begun an action against the Aetna Indemnity Company to recover \$1,449.89, which plaintiff claims to have lost through agents being short in accounts at different stations.

Elizabeth H. Barnes and Belle Dora Green are suing the Zorn Grain Company at Bloomington, Ill., under the landlord's lien law, to recover \$500 which the company paid to a tenant (John Carroll) for grain on which the plaintiffs claim a lien for rent.

Motion for new trial in case of State of Minnesota against Edwards, Wood & Co. has been denied and an appeal taken. This is the case in which Frank Carlson was complaining witness. Other similar suits pending will be continued until this case is passed upon by the Supreme Court.

Suits have been commenced by the estate of Helmer A. Anderson and Oscar Ericson against the Peavey Grain Company at Minneapolis asking damages of \$5,000 in each case. The injuries complained of were caused, it is said, by falling of a staging at the defendant's concrete elevator last fall.

J. J. McCormick, station agent at Osseo, Minn., and bonded to buy grain for the McHugh Christianson Grain Company, was, some weeks ago, given \$480 to buy grain. While in Minneapolis his house caught fire and the money was burned. The company has brought suit against McCormick and his bondsmen to recover the money.

Frank M. Million and Floyd Million, who operate elevators at Burnettville and Lake Cicott, Ind., have brought suit, in the Cass County Circuit Court at Logansport against the P. C. C. & St. L. Railway, claiming damages in the sum of \$6,500. They claim that the railway company failed to supply them with cars to haul away their grain at certain times, and as a result they lost heavily on account of the fluctuation in the market price.

John M. Stokes, agent for Carrington, Patten & Co. at Greenwich, Ill., has begun two actions against Edward Martin, agent for R. G. Risser at the same place, one for personal damages, and one for trespass. The trespass consists in the fact that a building erected by Martin in the highway directly in front of his rival's property has its top leaning over Stokes' coal sheds. This suit involves the interesting point whether a man is entitled to all the atmosphere straight up above his property.

Samuel Lewiston, administrator estates of Nels Hansen and R. J. Henderson, has sued Tracey E. Cole, at Minneapolis, claiming that said Cole has misappropriated \$24,748.98 of the moneys of the firm of Cole, Henderson & Co. of Canby, Minn. The allegation is that the money was lost in a wheat speculation entered into without the knowledge of the other members of the firm. The Canby firm was organized for the purpose of buying and selling grain, and the complaint alleges that Cole

became so infatuated with the idea of speculation that he conspired with one Grat Crossman of Fulda, Minn., to secure \$4,500 of the firm's money by forging bills of lading and drafts. It is also claimed that the dealings were made through members of the Minneapolis Chamber of Commerce through the use of fictitious names, and that certain members of the Chamber of Commerce now have the money. It is further alleged that there are still assets amounting to \$13,000 belonging to the firm, and a receiver has been asked upon the ground that Cole is not a person to whom the affairs of the company can be left for settlement.

The United States Court of Appeals at New Orleans has affirmed the decision of the Circuit Court for the Northern District of Texas in the case of the Railroad Commission of Texas, appellants, against the J. Rosenbaum Grain Company and the Chicago Rock Island & Texas Railway. This case arose from an order of the Railroad Commission of Texas, which interfered with the transmission of export grain between the Rosenbaum Company and the railroad at Fort Worth. The court granted the Railroad Company and also the Rosenbaum Company an injunction, and this opinion affirms that court's decision.

Lamb, McGregor & Co. of Minneapolis, grain dealers, have commenced an action in the District Court against the Amboy Elevator Company (co-operative) of Amboy, Minn., asking for the appointment of a receiver. The latter recently secured a judgment for about \$3,000 against the Amboy Elevator Company, and it now seeks to have a receiver appointed in order to enforce the stockholders' liability upon the stockholders of the elevator company. A new company has been recently organized at Amboy to handle grain, and it has purchased the elevator property for \$5,000. This was the amount of the mortgage on the plant, and it secured a bill of sale from the old company.

The Circuit Court at St. Louis has dissolved the injunctions obtained by the "shorts" in the December wheat corner in that city, who must now settle. Eight suits were brought, to wit, by the Thyson Commission Company, the Buschman-Mueller Commission Company, the Charles F. Orthwein's Sons Commission Company and the C. H. Albers Commission Company, who defaulted on their contracts for No. 2 red winter wheat for December delivery, and under the rules of the Merchants' Exchange margins were deposited for the securing of these contracts. The "shorts" claimed that the settling price on December 31 was fictitious, and, refusing to settle, brought suits to prevent enforcement of the contracts. The Merchants' Exchange, the banks which held the deposits and several brokers were made defendants. John T. Milliken and Corwin H. Spencer have begun actions before the directors to force payments.

MISSOURI'S RANK AS A CORN STATE.

The last United States census gives the whole number of farms in Missouri, 284,886. Of this number 259,420 grew corn. In 1902 according to the reports of the United States Department of Agriculture the farmers of the whole United States cultivated 94,043,613 acres of corn which produced 2,523,648,312 bushels. Of this amount the farmers of Missouri cultivated an area equal to one-fourteenth of the whole area in the United States and produced more than one-tenth of the entire crop. The average yield per acre in the United States for 1902 was 26.8 bushels. The average yield for Missouri in 1902 was 39 bushels, which is 12.2 bushels above the average for the whole country. The average yield per acre in the four other leading corn states in 1902 was: Illinois, 38.7 bushels; Nebraska, 32.3 bushels; Iowa, 32 bushels; Kansas, 29.9 bushels.

For the year 1903 the area cultivated in corn in the United States was 88,091,993 acres on which was produced 2,244,176,925 bushels. Missouri again has one-fourteenth of the area and produced approximately one-tenth of the whole product.

The average yield per acre for the United States in 1903 was 25.5 bushels, while Missouri made an average yield 6.9 above the average for the United States, or 32.4 bushels. The other four great corn states made an average yield in 1903 as follows: Illinois, 32.2 bushels; Iowa, 28 bushels; Nebraska, 26 bushels; Kansas, 25.6.

In 1902 the value of all farm crops produced in Missouri was estimated by the State Board of Agriculture at \$185,098,083. The corn crop of that year represented more than one-half of this total, or about 54 per cent. In 1903 the value of all farm crops in Missouri was \$139,170,253. The corn crop of 1903 is again 54 per cent of the total value.

The corn produced in Dunklin County was exceeded in value by the cotton crop produced in that county in both years 1902 and 1903. In 1902 the corn produced in each of the following counties was exceeded in value by the wheat crop: Cape Girardeau, Scott, Perry, Ste. Genevieve, Franklin,

St. Charles and Gasconade all in the eastern part of the state; Cole, in the central; Jasper, Newton, Barry and Lawrence in the southwestern. In all other counties in the state corn is the leading crop. —State Board of Agriculture Report.

CROP REPORTS

Reports from California say that the recent rains have practically insured good grain and hay crops.

The state report for Kentucky places the April wheat condition at 59, as against 54, the March average.

Despite the high price of cotton, it is claimed that Mississippi planters will put in a larger corn acreage than ever before.

Minneapolis grain men anticipate a largely increased wheat acreage in the Northwest, with a corresponding decrease in the flax area.

From Denison, Texas, comes the report of a new insect which is destroying the oat crop, while field larks are said to be seriously damaging growing corn.

Some Chicago men are talking one-third and one-half of a wheat crop for Oklahoma on the strength of reports of insufficient moisture. Reports of early corn planting are being received.

The first crop report of the season issued by the Minnesota State Board of Agriculture says that the acreage of winter wheat, which was much diminished last year, is now reduced 14 per cent from last year, and winter rye falls off 9 per cent.

The first Burlington crop report of the season shows that conditions in the eastern portion of Nebraska are generally satisfactory. Considerable seeding of oats has been accomplished in some sections and winter wheat is generally in excellent condition.

In North Dakota farm work is not generally in progress. There is still plenty of snow in some sections, while in others the ground has not thawed to a depth that makes it possible to work. It is expected that with a favorable season the wheat acreage will be large.

State Grain Inspector Arrasmith of Washington says that aside from the late planting and possibilities of loss from rains, the outlook is the best in the history of the Northwest for a bumper crop of wheat. An increased acreage is promised, while the soil is in fine condition.

The Winnipeg Warehouse Commissioner estimates the amount of wheat in country elevators as 9,000,000 bushels, and that in farmers' hands at 4,000,000 bushels. He estimates 7,000,000 bushels for farmers' requirements, according to which figures 3,000,000 bushels will be needed by farmers above their reserves.

Director J. R. Sage of the Iowa weather and crop service bureau says that the acreage in that state now under the plow is larger than for many years. Conditions are good for the spring wheat. He expresses the belief that in coming years farmers in Southern Iowa will learn that the planting of spring wheat is profitable.

Wisconsin's first report of the season says that the acreage of winter wheat, which was much diminished last year, is now reduced 14 per cent from last year, and winter rye falls off 9 per cent. The winter, while severely cold, has not been hard upon grains and grasses, and winter grains and grass are now in very satisfactory form.

Oswald Wilson of Ft. Worth, statistician of the Department of Agriculture, places the grain in farmers' hands in Texas on March 1, 1904, as follows: Corn, 53,707,000 bushels, as compared with 5,280,000 bushels on March 1, 1903; wheat, 3,379,000 bushels, as compared with 1,300,000 bushels, and oats, 6,170,000 bushels, as compared with 2,400,000 bushels.

B. F. Johnson, chief of the Indiana bureau of statistics, has concluded a report showing the grain and hay crops of the state for 1903. He finds that there were 143,059,459 bushels of corn raised, and 27,713,357 bushels of wheat; 1,653,531 tons of timothy hay and 1,779,485 tons of clover hay. Reports on growing wheat in the state are conflicting. Some sections report part or total failures, while others anticipate a normal crop.

A corn specialist of Toledo, O., has compiled statistics which show that the consumption of corn the last twelve months has been 539,000,000 bushels more than in the previous twelve months and also that the consumption in the same period was 211,000,000 bushels more than was raised last year, or over 200,000,000 bushels per month. At this rate, the circular concludes, the present reserve in farmers' hands will be exhausted in four months. This deduction is reached as follows: Amount in farmers' hands March 10, 1903, 1,050,-

000,000 bushels; crop raised in 1903, 2,244,000,000 bushels, making the total available 3,294,000,000 bushels. Subtracting the amount in farmers' hands March 10, 1904, 839,000,000 bushels, would show that the consumption from March, 1903, to March, 1904 was 2,455,000,000 bushels, while the consumption in the year before is figured out by a like process as 1,916,000,000 bushels.

The Missouri crop report makes the wheat condition 81, against 85 last December. Last April it was 91, but went down to 69 the following June, due mostly to wet harvest. This report makes the acreage sown last fall 2,555,000 acres, a trifle short. Damage this season was partly caused by Hessian fly in some of the largest wheat counties, and by drouth last fall, hard freezing and not enough protecting snow.

The Michigan state report makes the wheat condition 79. Last December the average was 85. Last July it was 87, after being 85 in April. Michigan's wheat crop last year was only fifteen millions, in 1900 only 9,300,000 bushels. The largest crop in late years was 34,000,000 in 1898. The report says fourteen per cent of last crop still in farmers' hands. Half of the correspondents say there was no damage during March.

There was approximately 14,500,000 bushels of grain in store at the head of the lakes on April 7, which is considerably more than at the corresponding time a year ago, and as the opening of inter-lake navigation is still a good three weeks distant, the stocks there will be heavy when the boats begin to move. The flax stocks are 7,277,744 bushels, which is twice as much as of any other two kinds of grain there. Wheat stocks are about 4,250,000 bushels.

Answers to the Kansas Grain Dealers' Association from fifty-six correspondents in different counties in that state who were asked their judgment as to the extent of damage to the crop, the need of moisture, and the amount of wheat left in farmers' hands brought the following results: Nine claimed 20 to 75 per cent damage; twenty-two slight to 20 per cent; twenty-five no damage. Eighteen claimed moisture was not needed; forty-one need rain badly or within twenty days. The reports on reserves range from nothing to 15 per cent. The report was compiled March 24 and answers were made up from three to six days earlier. Since then rains have been general all over the state and conditions have materially improved. Some early planting of oats and corn in the central part of the state is reported.

The Ohio state report, dated April 1, places the winter wheat at 67 per cent of an average. Of the 1903 crop 16 per cent is still in producers' hands. Winter barley is 65 and rye 71. The condition of corn in the crib is 80 per cent of an average. About 15 per cent of the crop remained unhusked during the winter and is reported to have been damaged to the extent of 14 per cent. Corn in the crib is not up to a full average condition. There is some complaint of mold. There was considerable poor corn, and failure to properly sort accounts in a measure for the present condition in crib. An unusual amount of corn remained in the field over winter, accounted for in part by the scarcity of farm labor and extreme cold weather that prevented husking. A great deal was left in the field to be hauled out as needed for feeding.

The latest report of the Illinois section of the Weather Bureau says that the condition of wheat shows decided improvement. In the northern and central districts the outlook is uniformly promising. In the southern district, where adverse conditions have obtained since sowing, the plant has been revived and begins to show nearly average development. Rye is in a thrifty stage and all reports indicate a promising outlook. The season is very backward and the soil too wet for spring plowing. A few fields have been sown with oats, but the operation has been generally delayed on account of rains. A considerable proportion of the corn crop in the northern district has been fed or sold. In the central district much remains in the hands of farmers. Many complaints are made of bad condition. The grain is soft and damp and much loss has ensued from spoiling in crib.

The March report of the Texas weather bureau says: "Good to heavy rainfall occurred over the northern portion of the state on the 25th and 26th, but other sections have received only light showers. The rainfall over the northwestern portion and the country south and west of the Colorado River has been too light during the month to be of any service. In those sections the drouth has greatly injured small grain and interfered with the germination of corn. The planting of early corn has been completed and good stands secured, except in some of the southwestern counties, where drouth has interfered with germination. The crop is receiving its first plowing in the southern portion of the state. West of the 98th meridian small grain is generally in very poor condition as a result of the drouth which began last fall and continues to the present time. East of that meridian more favorable conditions have prevailed

and wheat, barley, rye and fall-sown oats are generally in very good condition. The sowing of spring oats has been completed and the crop is up and growing nicely."

The Daily Trade Bulletin has reports from its correspondents in the following states, indicating the condition of winter wheat on April 1, compared with the reports of the department of agriculture on April 1 and July 1, 1903:

	April 1, 1904.	April 1, 1903.	July 1, 1903.
New York	90.0	99.0	88.0
Pennsylvania	84.0	100.0	90.0
Maryland	78.0	99.0	79.0
Virginia	67.5	103.0	77.0
West Virginia	68.0	101.0	84.0
Kentucky	64.6	100.0	75.0
Tennessee	62.0	98.0	68.0
Ohio	67.1	97.0	82.0
Michigan	87.5	95.0	87.0
Indiana	71.8	97.0	69.0
Illinois	91.0	98.0	67.0
Missouri	80.8	95.0	60.0
Kansas	88.3	97.0	86.0
Oklahoma	68.7	100.0	90.0
Texas	83.4	94.0	90.0
Iowa	92.0	95.0	90.0
Nebraska	86.2	96.0	90.0
Wisconsin	85.0	94.0	92.0

The condition in the remaining southern states is only fair, while in California it is rather good, and in Washington and Oregon is favorable at present for a full crop on a slightly increased acreage.

The government crop report showing the condition of winter wheat April 1 was issued April 11. It makes the percentage 76.5, compared with 86.6 December 1, 1903, and 97.3 April 1, 1903. The loss of 10 points during the winter shows the effect of the severity of the weather and the lack of snow protection in the South and Southwest. On an area estimated at 32,000,000 acres, or 2,000,000 acres less than that seeded in 1903, this condition suggests a yield of 404,000,000, taking 16.5 bushels per acre as par yield. A year ago the prospect was for a crop of 546,000,000 bushels, but either the early government figures were too optimistic or there was rapid deterioration, for the condition at harvest, July 1, was 78.8, the area had been reduced to 32,847,000 acres, and the yield was finally estimated at 401,685,000 bushels. There is still the possibility perhaps of as large a crop as that harvested last year, but it is a bare possibility. From April to July the crop as a rule suffers more or less injury and the promise deteriorates rather than becoming brighter. The average of conditions on April 1 and averages for other years are shown in the following table:

States.	April 1, 1904.	April 1, 1903.	April 1, 1902.	10-year average.
Kansas	78	97	73	83
Missouri	81	95	91	84
California	92	98	93	87
Indiana	66	97	81	79
Nebraska	81	96	93	89
Ohio	66	97	77	78
Illinois	83	98	90	81
Pennsylvania	74	100	82	87
Oklahoma	66	100	67	90
Texas	68	94	72	82
Tennessee	73	98	60	82
Michigan	78	95	83	80
United States	76.5	97.3	78.7	84.1

INSPECTING BOILERS.

No central station engineer will attempt to deny the value of frequent and thorough boiler inspection, not only by his own corps of assistants, but by a municipal government inspector. But concerning the last class of inspectors, it may be safely said that there is a great difference in their quality, says "Dixie."

A certain percentage of these inspectors comprise a very curious genus of animal. By his direction the boiler is filled full, tightly closed, and the inspector comes around with a neat little nickel-plated pump enclosed in a plush case, and perhaps removing his kid gloves for the purpose, he connects the pump onto the boiler and pumps up a pressure of from 150 to 200 pounds, as the case may be, examines the boiler at such points as he can conveniently inspect without getting dirty, pronounces it O. K. and goes away. To the conscientious central engineer, such an inspection is a great boon, for it is harmless, except to the extent of a possible rake-off, affords amusement to the employes about the boiler room, and usually inconveniences the plant but a little; but for the plant or insurance company that depends upon such an inspector, he is a most distinct menace, for such tests in themselves are absolutely valueless.

The writer has seen a boiler which withstood such test, and was pronounced O. K. by the inspector, to show on subsequent inspection corroded spots in the shell which could be broken through

with a light blow of a hammer, and rivets which could be pried out with a cold chisel.

A good boiler inspector is a very different sort of an individual. He will apply his pump test and will narrowly inspect every inch of the boiler while it is under pressure; then, causing every bit of water to be drawn off, he dons a suit of overalls and crawls into the furnace, or he may spend fifteen or twenty minutes sounding the rivets and examining the plates.

He next pays the inside of the boiler a visit and is not very gentle with his hammer and cold chisel on any suspicious stay, rivet or tube joint. When he has completed his inspection he knows not simply that the boiler will stand the hydrostatic pressure, but that it sustains it positively without leaks. He knows the condition of the plates and joints; if they are corroded or highly scaled he knows that condition also. He probably has a few pieces of scale in his pockets when he leaves and perhaps a bottle of the feed water. If the stays or tubes are corroded he has both their original and present measurements, and when he fixes a rated running pressure it is usually a pretty safe one.

HAY AND STRAW

Mixed hay is said to be in good demand at Baltimore.

Receipts of hay at Pittsburg are light and the demand good.

F. L. Albrich has bought E. E. Freeman's hay business at Yates Center, Kan.

P. H. Burbach, Milwaukee, Wis., will enlarge his present place of business and put in a hay scale.

Kansas shippers complain that the high rate on hay prevents them from shipping to the Chicago market.

George and Charles Harney, under the firm name of G. & C. A. Harney, have engaged in the hay business at Sycamore, Ill.

R. R. Lott has resigned his position with the Illinois Hay & Grain Co. at Cairo, Ill., and will engage in the hay business at Robinson, Ill.

The Standard Hay Baling Co.'s plant at Souder-ton, Pa., was recently destroyed by fire, causing a loss of \$10,000, partially covered by insurance.

Several hundred square miles of the best hay lands in Northwestern Nebraska were burned over by the recent disastrous prairie fires in that section.

A charter has been granted to the Chicago Feed Dealers' Association of this city. William Wittman, William Kemper and William Rotsted are the incorporators.

The total receipts of hay in the Baltimore market for the month of March were 5,255 tons. The receipts for the corresponding month of last year were 7,363 tons.

The new hay committee of the Philadelphia Commercial Exchange are: John C. Wilson, W. H. Hobson, G. Percy Lemont, Henry B. Cassel and Norwood P. Holland.

The Hay Receivers' Association of Chicago has been incorporated for mutual protection. Hector L. Randall, George S. Bridge and John G. Walters, all of Chicago, are the incorporators.

A recent report from Alfred Station in Allegany County, N. Y., states that about one-third of the hay crop in that section has not yet been shipped out. Some difficulty is experienced in securing cars.

An agreement has been entered into between the Retail Hay and Feed Dealers' Association of Des Moines, Iowa, and the wholesale hay dealers of that city whereby the wholesalers will not sell less than twenty bales of hay to any one customer.

A recent report from St. Paul, Minn., states that hay is scarce in that city and the price is advancing. Farmers in that part of the state who had hay to sell last fall are now compelled to buy, as the long, cold winter made the consumption greater than was anticipated.

Articles incorporating the Long Island Retail Hay and Grain Exchange of Brooklyn, N. Y., have been filed. The directors are: Joseph Volkman Jr., William Gleichmann, Frank Barrie, R. J. Donovan, Richard J. Evans, F. W. Finkeldey, John W. Gasteiger, D. J. Heffner, Sylvan Levy, Frank S. Vooheis, H. O. Eding, Samuel V. W. Sammis, Andrew Starins, Louis C. Reiss, A. H. Zeigler, David P. Sammon and Frederick Von Dann, all of Brooklyn.

HAY INSPECTION AT MINNEAPOLIS.

Local hay dealers of Minneapolis, Minn., have selected Harry L. Elliott as official hay inspector, and it is expected that the appointment will be confirmed by the National Hay Association. Mr. Elliott's principal duty will be to secure samples of

hay from every carload brought into that city and to display them carefully labeled where the members of the association may inspect them. With the new inspection a hay market is to be established on the ground floor of the old Chamber of Commerce building, and to this place will be daily brought samples from the cars received in the city. This will prove a great convenience to the hay trade, as the buyers now waste several hours each day in going from one railroad yard to the other to see hay just shipped in. The inspection to be adopted at Minneapolis will conform with that of the National Hay Association, which for two years has applied in St. Paul. It is believed that the new movement will immediately result in the organization of a local association in order that the rights of the trade may be completely safeguarded.

REVIEW OF THE CHICAGO HAY MARKET.

The prices ruling for hay in the Chicago market during the past three weeks, according to the Daily Trade Bulletin, were as follows:

For the week ending March 26 the market ruled rather firm and prices for choice grades of both Prairie and Timothy advanced about 50c. Quotations at the close ranged as follows: Choice Timothy, \$12.50@13.50; No. 1 Timothy, \$11.00@12.00; No. 2 Timothy, \$9.50@10.50; No. 3 Timothy, \$7.50@9.00; Choice Prairie, \$10.00@11.00; No. 1 Prairie, \$9.00@9.50; No. 2 Prairie, \$8.00@8.50; No. 3 Prairie, \$6.50@7.00; No. 4 Prairie, \$5.50@6.00. Inside prices on Prairie Hay are for State and outside for Kansas, Nebraska and Iowa Hay. Sales ranged at \$7.00@14.00 for poor to fancy Timothy, \$6.00@8.00 for State and \$7.00@11.00 for Iowa, Kansas and Nebraska Prairie Hay. Rye Straw sold at \$9.25@10.00. Wheat Straw at \$7.00 and Oat Straw at \$7.00.

Only a moderate business was done during the week ending April 2. Arrivals only fair and demand restricted. Quotations at the close ranged as follows: Choice Timothy, \$12.50@13.50; No. 1 Timothy, \$11.00@12.00; No. 2 Timothy, \$9.50@10.50; No. 3 Timothy, \$7.50@9.00; Choice Prairie, \$10.00@11.00; No. 1 Prairie, \$9.00@9.50; No. 2 Prairie, \$8.00@8.50; No. 3 Prairie, \$6.50@7.00; No. 4 Prairie, \$5.50@6.00. Inside prices on Prairie Hay for State and outside for Kansas, Nebraska and Iowa Hay. Sales ranged at \$4.25@7.50 for hot and poor, \$8.50@13.50 for fair to choice Timothy, \$4.25@5.50 for hot and poor State, and \$7.50@11.00 for fair to choice Iowa, Kansas and Nebraska Prairie Hay. Rye Straw sold at \$9.50, Wheat Straw at \$7.00 and Oat Straw at \$6.50@7.00.

During week ended April 9 the market was steady and prices firm but not particularly higher. Quotations at the close ranged as follows: Choice Timothy, \$12.50@13.50; No. 1 Timothy, \$11.00@12.00; No. 2 Timothy, \$9.50@10.50; No. 3 Timothy, \$7.50@9.00; Choice Prairie, \$10.00@10.50; No. 1 Prairie, \$9.00@9.50; No. 2 Prairie, \$8.00@8.50; No. 3 Prairie, \$6.50@7.00; No. 4 Prairie, \$5.50@6.00. Inside prices on Prairie Hay for State and outside for Kansas, Nebraska and Iowa. Sales ranged at \$6.00@14.00 for poor to fancy Timothy, \$10.50 for Clover Mixed, and \$7.00@11.00 for Iowa, Kansas and Nebraska Prairie Hay. Rye Straw sold at \$8.00@9.50, Wheat Straw at \$7.00, and Oat Straw at \$6.50@7.00.

ILLINOIS CORN BELT AS SEEN THROUGH NEW YORK SPECTACLES.

Buffalo, according to voracious residents, has grown men who never saw Niagara. So travelers in the corn belt have searched weeks to find the native able to tell the origin of the three-foot layer of black soil that has given the corn belt, extending from Indiana westward to the Mississippi, a name through the length and breadth of the land. This was the explanation offered by a man who had studied the question: "For centuries, possibly," he said, "this flat country stood under water. Year by year water plants appeared and decayed. A swamp grew, and the matter which rotted under the water became black muck, always becoming thicker. The pioneer settled up to the swamp, and in time drained it. Then the muck, the black soil, the great grower of corn, appeared, and the corn belt became a fact."

Besides the soil that bears so bountifully, there is a climate that favors growth and invariably ripens the crop, says the New York Sun. When cloudbursts drown Iowa and Illinois the belt receives only a safe amount of rain. When Kansas is burned by hot winds, this favored section is barely touched.

When early frosts kill the nearly ripe crop of southern Minnesota, the great fields east of the Mississippi go to maturity unharmed. The spring was wet this year. Corn, put in two weeks later than usual, was far from ripe when September came in. On every hand there was speculation as to the possibility of a killing frost. A large farmer remarked:

"Worry? No, I don't even look out of the window to see if there has been a frost. Corn always

gets ripe here. I've seen it come through safely too many years to fear."

The small corn belt town is every five miles or so. Often the business street has stores on but one side; they look across the railroad which parallels them to the whispering corn beyond. The street is paved with inches of dust in summer and more inches of the stickiest mud at other seasons.

Lined with farmers' wagons, the sidewalk filled with visiting country people, the street awakens in the afternoon. Above the town is one, often two, grain elevators; towering giants that swallow at one time 40,000 bushels of the wealth of the land, and by their size turn the buildings of the town into pygmies.

These towns reflect the prosperity of the section in their institutions. Lexington, 1,400 population, in a large room over the carpenter shop, maintained a board of trade. The deposits in the two banks of El Paso, also 1,400 population, are said often to total \$500,000. Stanford, 600 population, has an \$11,000 Christian church and a \$20,000 Presbyterian edifice.

Fine homes and the absence of shanties and shacks are characteristic of the belt. A German living near Minier, by corn growing, was able to give each of his seven children at marriage a 160-acre farm valued at \$16,000; the youngest daughter, who is said to have married a green boy from the old country, received the home farm, valued at \$24,000.

The Corn Belters have money with which to travel. The East and West roads advertise fall excursions to the "old home in the East." The Big Four crowd at Farmer City (1,200 population) numbered sixty tickets this year. The platform at Marshfield, next beyond, was filled. At Mahomet (about 600 population) there was a jam.

All along the line this was true. An extra section of the excursion train was run to carry the overflow. All day the trains were late because of the crowds that gathered. These numbers would not be significant were it not for the fact that, as an official of the road said, "the tickets from the corn belt are not for short hauls, but to far corners of the country." This ability to buy high-priced tickets and to go long distances is to be credited to the corn business.

The abundance of money in the corn belt has its influence on the social life. The troupe playing "The Minister's Son," which had been making the cities, was billed to appear in Bethany; prices, 35, 50 and 75 cents. It was a matter of wonder that a troupe of that kind should venture into so small a town, and that so great a mistake should have been made in the ticket prices. There was wonder, too, that the theater building of an 800 population town should have 600 seats.

Half an hour after opening the house it was full of wealthy farmers. The men in the audience did not look like hayseeds, but businesslike. The talk was not loud or coarse, and the atmosphere did not smell of the barn.

During the fall every day in the corn belt seems to bring a "chicken and fish fry," at which the whole town finds its evening meal and some missionary society reaps a harvest. The young people from nearby places ride over on hayricks; friends from up the road flock in on the 5 o'clock train; the streets are full of a gay lot. On the vacant lawn by the church the feast goes on under a big tent, across the front of which a fence has been built.

Even yet the corn belt receives an occasional immigrant, a stranger who is to work one of the farms on shares. Travelers who stumbled through the early dawn to take the train from Shattuck met a family of these: The father, a bewhiskered Slav, stout and broad; the mother, round-faced, heavy and jolly; six children all under 12 years. In a box car upon the track was the furniture and cow. They were waiting for the morning train, which was to take them fifty miles on up the road to the corn belt, the land of promise.

OBITUARY

Samuel Monk, head of the grain firm of S. Monk & Co. at Plymouth, Ill., is dead.

The death is reported of W. J. Entwistle, senior member of the grain firm of Entwistle & Ferris at Rutland, Iowa.

W. L. Dumont, a pioneer grain man of Decatur, Ill., died March 13 at Attica, Ind., where he had gone for the benefit of his health.

George P. Morrow, a well-known grain merchant of San Francisco, Cal., died at Oakland, Cal., recently after a brief illness. He leaves a widow and two children.

Harry F. Carnahan, until recently in the grain and hay business at Blanchester, Ohio, died suddenly at Cincinnati, Ohio, on March 23, death being due to heart failure. He was 56 years of age.

John Elliott, who has conducted a grain and produce business at Morton, N. Y., for nearly twenty years, died at his home in that city March 24. Mr. Elliott was 60 years of age and leaves two daughters.

Robert S. Tunica, a Chicago grain broker, died at St. Louis, Mo., March 27, aged 38 years. Mr. Tunica contracted a cold while on a visit to the Merchants' Exchange, which quickly developed into pneumonia, causing his death. A widow and three children survive him.

Ruben Smith, formerly a grain and coal dealer of Illiopolis, Ill., died at that place on March 5 of heart trouble. The deceased was born in 1833. He had been sick for several months. Besides being engaged in the grain trade, Mr. Smith was at times in the drug trade and the banking business. He leaves a son and daughter.

John H. Boschen died of pneumonia at his home in New York City March 23, at the age of 81 years. He was a member of the firm of John H. Boschen & Bro., and had been in the flour and grain business for fifty years. Mr. Boschen was one of the organizers of the New York Produce Exchange, and retained his seat in that body up to the time of his death.

John B. Taylor, 43 years of age, and a resident of Concordia, Kan., for the past twenty-three years, died at that place on April 1 of pneumonia. Mr. Taylor was in charge of the business of the Kansas Grain Co. of Hutchinson, Kan., for the territory on the Santa Fe line north of Abilene. He was also a member of the firm of Taylor & Ahlberg, shoe merchants at Concordia.

George Whitlock, who was for many years manager of the grain business of Mangam & Bonnell, in the borough of Manhattan, New York City, died March 30 at his home in Brooklyn. Mr. Whitlock was 74 years of age and retired from active business about eight years ago. He was a veteran of the Civil War and a prominent Odd Fellow. The deceased leaves a widow, a daughter and three sons.

Franklin Reynolds, for thirty-three years superintendent of the seed business of James J. H. Gregory & Son at Marblehead, Mass., died on March 7. He had been in ill health for some time, but was only confined to his home for about a week preceding his death. Mr. Reynolds was a director of the Marblehead National Bank and a stockholder of the Marblehead Savings Bank Corporation. He leaves a widow and one son.

John Oberholtzer, a well-known grain broker of Philadelphia, Pa., and a member of the Philadelphia Commercial Exchange, died suddenly at his home in that city on April 4. His death was caused by an attack of angina pectoris. The deceased was born in West Pikeland Township, Chester County, Pa., in 1839. He leaves a wife and two sons. A delegation from the Commercial Exchange attended his funeral on April 7.

William A. Barrell, for twenty years a member of the Chicago Board of Trade, and for many years connected with the Chicago commission house of Bartlett, Frazier & Carrington, died at his home in this city March 22, aged 53 years. His death was caused by pneumonia, and occurred after an illness of ten days. The deceased was born in Portland, Me., and his remains were taken to that city for interment. Mr. Barrell leaves a wife and a mother.

George W. Lewis died recently at Iowa City, Iowa, after a lingering illness. Mr. Lewis was born in Remsen, N. Y., in 1842, and spent his boyhood days in that city. He served in the Fourteenth New York Infantry during the Civil War, and after his discharge from the service removed to Iowa City. Here he was employed for four years with a grocery house and then formed a partnership with his brother, the late Charles Lewis, and engaged in the grain business. He afterwards purchased his

OUR CALLERS

[We have received calls from the following gentlemen prominently connected with the grain and elevator interests during the month.]

F. Riddell, De Kalb, Ill.
W. F. Schilt, Bremen, Ind.
Wm. Allison, New London, Wis.
C. B. Marson, Stephenson, Mich.
C. A. May, Winnipeg, Manitoba.
Alva Hensel, New London, Wis.
M. P. Gallea, New London, Wis.
C. R. McCullough, Ypsilanti, Mich.
F. D. Wolfrom, San Francisco, Cal., representing Huntley Mfg. Co., Silver Creek, N. Y.

brother's interest and continued the business. Mr. Lewis is survived by one son, Hugh S., his wife dying in 1877.

Stephen V. Francisco, of Brooklyn, N. Y., a grain inspector of the New York Produce Exchange, died on March 14 from injuries received by being struck by a train at St. George, Staten Island, while at work in the freight yards. He was 64 years old.

David Dennis of the wholesale and retail grain and grocery firm of Bartlett & Dennis at Gardiner, Me., died suddenly at his home on March 14 at the age of 68 years, of heart failure. Mr. Dennis entered the grain trade while a young man, first as an employe and later as a partner of the firm of which he was a member at his death. He was also interested in several other lines of business. He leaves a widow, daughter and two sons.

Arthur J. Goddard, a grain dealer of North Brookfield, Mass., died on March 9 after a week's illness. He was born at Greenfield, Mass., in 1860, and afterwards resided for a time in Poughkeepsie, N. Y., removing to North Brookfield, Mass., in 1880 and becoming an employe of the Batcheller Shoe Co. In 1890 he entered the employ of W. H. Montague, a grain dealer, as bookkeeper. He purchased Mr. Montague's grain business in 1892 and continued it up to the time of his death. His wife and one son survive him.

Edward W. Bangs, a member of the Chicago Board of Trade, died at his home in this city March 12. Heart disease, superinduced by an attack of the grip, caused his death. He was born at Spencerport, N. Y., in 1843. In 1862 he enlisted in the United States Cavalry, and served throughout the war. For thirty-six years Mr. Bangs was a broker on the Board of Trade. More than twenty years ago he was associated with J. B. Hobbs, and later became a partner of the late John T. Lester. At the time of his death he was associated with Logan & Bryan, being the principal wheat trader for that firm. A widow and one son survive him.

Frank M. Beamish, a well-known member of the Winnipeg Grain Exchange, died on March 5. The deceased was born at Port Hope, Ont., and was for a time engaged in the milling and grain business at that place. He removed to Manitoba about sixteen years ago, and settled at Elva. Here he engaged in wheat growing on an extensive scale, acquiring about 6,000 acres of land in that vicinity. A year ago last fall he rented his land and removed to Winnipeg, where he engaged in the grain trade. Mr. Beamish was unmarried and leaves two brothers, William, of Port Hope, Ont., and George, of Kansas City, Mo. His body was taken to Port Hope for burial.

Albert C. Tufts, 39 years old, a prominent citizen of Somerville, Mass., and a member of the grain firm of Nathan Tufts & Sons, Charleston (Boston), Mass., died on March 19. His death was caused by the grip and occurred after an illness of three weeks. Mr. Tufts was born in Somerville, Mass., in 1864, and was educated in the schools of that place. He was engaged in the grain trade for nearly twenty years, and was a member and director of the Boston Chamber of Commerce. Mr. Tufts was also a director of the Bunker Hill National Bank. His widow, a son, one brother and a sister survive him. The Boston Chamber of Commerce met on March 22 and passed appropriate resolutions on his death.

Harry C. Reed, a grain commission merchant of Kansas City, Mo., died at his home in that city of pneumonia on March 25, after less than a week's illness. For more than twenty years Mr. Reed had been in the grain trade at Kansas City. He was the local representative of Logan & Bryan of Chicago, and was also a member of the grain commission firm of Rutherford & Reed of Shreveport, La. Mr. Reed was 44 years of age and had spent thirty years of his life in Kansas City. He was a member of the Kansas City Board of Trade, and appropriate resolutions on his death were passed by that body. His father, W. H. Reed, is immigration agent for the United States government at Vancouver, B. C.

John A. McCrea of Ogle County, Ill., and for many years a grain and lumber merchant at Creston, Ill., died at that place recently. He was born near Rochester, N. Y., and received his early education in the schools of that city. In 1849, at the age of 22 years, he took the California "gold fever" and spent nearly three years in the gold fields. He met with a considerable degree of success in his mining operations and then returned to his home in New York. Here he remained until 1854, when he again came West, locating near Coldwater, Mich., where for nearly ten years he was engaged in farming. Selling his farm in 1865, he formed a partnership with a younger brother, Alfred B. McCrea, and engaged in the grain and lumber business at Creston, Ill., under the firm name of J. A. & A. B. McCrea. They carried on this business very successfully until 1892, when they disposed of their interests. The deceased was a large owner of real estate in Ogle County and a stockholder in the Creston Brick

and Tile Co. Two other brothers were also engaged in the grain trade; one of them, the late Samuel H. McCrea, for many years head of a grain commission house in Chicago, was at one time president of the Chicago Board of Trade and treasurer of Cook County.

Alexander F. Maynard, a well-known grain dealer of Nashua, N. H., died on March 28, aged 58 years. His death was due to diabetes. The deceased was of French-Canadian descent and was born at St. Hyacinthe, Que. In early life he became a resident of Pittsfield, N. H., but later returned to Canada. He engaged in the lumber business at St. Cesaire, Que., where for a number of years he did a prosperous business. His plant was then destroyed by fire, causing a loss of \$75,000, with small insurance. Mr. Maynard soon afterward started in the grain and hay trade at St. Cesaire, which he carried on for several years. He then removed to Nashua, N. H., and about fourteen years ago engaged in the grain business. This was continued up to the time of his death. His wife, three sons, two daughters, two brothers and two sisters survive him.

Nels Hanson died at his home in Canby, Minn., March 16 of cancer of the stomach. He had been ill for some time, and about two weeks preceding his death he went to a hospital at Rochester, Minn., for the purpose of undergoing an operation. Owing to his weakened condition, this was impossible, and he returned to his home. He was born in Norway in 1852 and came to America with his parents when four years of age. They settled near Tomah, Wis., where Mr. Hanson was married in 1878. Soon after his marriage he removed to Porter, Minn., and engaged in farming. He resided at that place for nine years and then purchased a farm near Canby, Minn.,

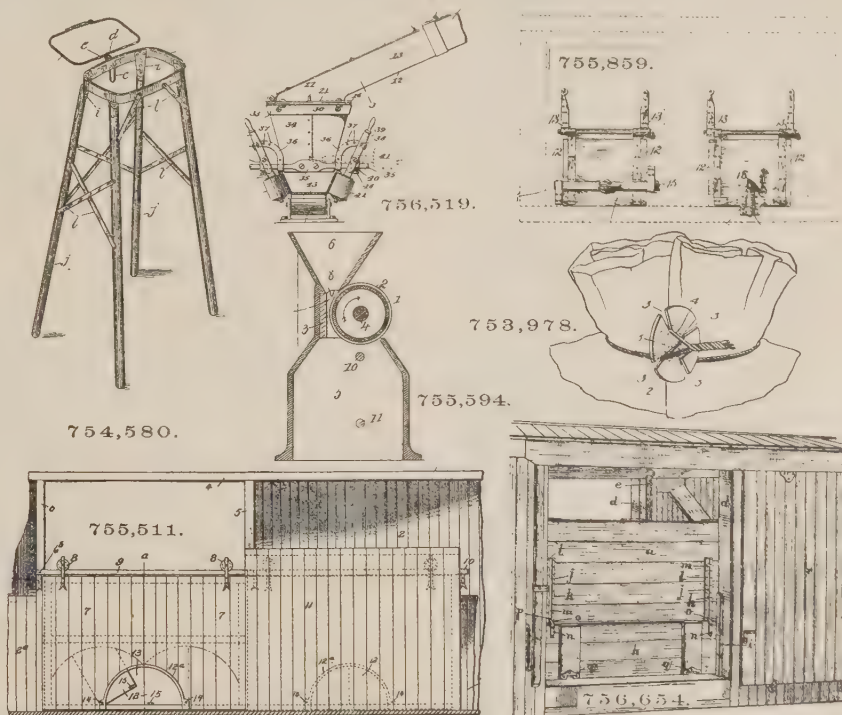
time had been engaged in the insurance business with his son, C. M. T. Parker. Besides his son, Mr. Parker leaves a brother and a sister.

Theodore A. Schnell, a pioneer member of the Chicago Board of Trade, and senior member of the grain and hay firm of Schnell & Son, died of diabetes at his residence in this city March 22, aged 76 years. Mr. Schnell was born in Hamburg, Germany, in 1826, and came to Chicago in 1850. In 1851 he obtained a position as clerk with the David Oliver Oatmeal Co., whose mill was then located at Chicago Avenue and Halsted Street. He continued this connection until 1871, when he sold his share of the business and bought a one-half interest in the James C. Riley Co., dealers in hay and grain. This business was entirely wiped out by the great Chicago fire of 1871. Several years later Mr. Schnell and his son, David C., established a wholesale grain and feed store on West Randolph Street, which they have since continued. Mr. Schnell became a member of the Chicago Board of Trade in 1868, and was an active member up to the time of his death.

LATE PATENTS

Issued on March 8, 1904.

Bag Fastener.—Charles Guy, Iola, Kan., assignor of one-half to Albion P. Charles, Iola, Kan. Filed Sept. 4, 1903. No. 753,978. See cut.



Issued on March 15, 1904.

Bag Holder.—Daniel Madden and William A. Thompson, Chepstowe, Canada; said Madden assignor to said Thompson. Filed Dec. 14, 1901. No. 754,580. See cut.

Grain Separator.—F. M. Smith, Chicago, Ill., assignor to Huntley Manufacturing Company, Silver Creek, N. Y. Filed July 12, 1901. No. 754,617.

Issued on March 22, 1904.

Grain Door for Cars.—John B. MacLaughlin, Vancouver, Canada. Filed Sept. 29, 1903. No. 755,511. See cut.

Mechanical Sorter for Seed Corn.—Levi P. Graham, Decatur, Ill. Filed Jan. 6, 1903. No. 755,594. See cut.

Issued on March 29, 1904.

Closure for Grain Receptacles.—Albert L. Eliel, Parlin, N. J. Filed Jan. 15, 1903. No. 755,859. See cut.

Issued on April 5, 1904.

Transfer Spout for Grain, Etc.—Peter O. Olson, South Chicago, Ill. Filed Dec. 17, 1903. No. 756,519. See cut.

Grain Car Door.—Joseph G. King, Port Arthur, Canada. Filed March 30, 1903. No. 756,654. See cut.

Wheat seeding in South Dakota is well advanced. The acreage of both wheat and oats promises to be larger than last year.

removing to that place. Mr. Hanson then formed a partnership with T. E. Cole, and engaged in the grain business. The firm owned and operated elevators at Canby, Burr and Marietta, Minn. About a month before his death Mr. Hanson purchased his partner's interest in the business.

Francis J. Parker, aged 82, for many years a business man of Springfield, Mass., died at San Francisco, Cal., March 24. The deceased was born at Suffield. He was for a time in business at Worcester, Mass., later returning to Springfield, where he engaged in the flour and grain trade. He afterwards sold out his interests at that place and went to Galesburg, Ill., where he engaged in the milling business. During the panic of 1857 he lost all he had and returned to his former home in Massachusetts. Soon after his return to Springfield he engaged in the grain and feed business under the firm name of Parker & Co. He continued in this line until 1868, when failing health caused him to sell his business. Mr. Parker spent several months traveling in the West, and then returned to Springfield, where he again started in the flour and grain trade, this time in partnership with a Mr. Foster. A few years later he sold out to his partner and purchased an interest in a clothing store. After several years in this line he again re-engaged in the flour and grain business. He continued this until 1889, when he removed to Kansas City, Mo., and went into the insurance business. Two years later he removed to San Francisco, Cal., and since that

TRANSPORTATION

The C., M. & St. P. R. R. on April 2 announced a proportional rate of 4 cents on wheat and 3 cents on corn from Council Bluffs to Chicago, now effective.

The route of the proposed Oklahoma, Roswell & White Mountain Railroad, recently chartered, with offices at Oklahoma City, Okla., and Roswell, N. Mex., is from Mangum in Greer County, Okla., to Tularosa, Otero County, N. Mex. The proposed line will go through fourteen counties of northern Texas.

It is announced that surveys have been completed for a branch of the Fort Smith & Western Railway from the Indian Territory boundary to Coal Creek, I. T., a distance of 19 miles. It is also stated that the Frisco has awarded the contract for building an extension of its Guthrie branch from Chandler, Okla., to Okmulgee, I. T., to connect with the Ozark & Cherokee Central road.

The grading of the Toledo, St. Louis & New Orleans Railroad has been commenced near Clay City, Ill. This road has been surveyed and the right-of-way practically obtained from a point in Shelby County, Ill., to Brockport, Ill., a point on the Ohio River opposite Paducah, Ky. The line as proposed will extend from Effingham, Ill., via Carmi, this state, to Paducah, Ky. A branch will also be run from Clay City to Ziegler, Ill.

The Interstate Commerce Commission has notified the joint committee of freight differentials for Philadelphia that it will act as arbitrator in the grain rate war between the New York and Philadelphia lines. The first hearing will be held in New York on April 27. Hearings also will be held in Philadelphia and Baltimore. The New York lines on April 11 notified the Philadelphia roads that they will not consent to the resumption of the old freight rate permitting a differential until the controversy is decided by the Commission. The action probably will result in all the roads carrying grain at a nominal rate for another month.

On April 16 Early & Daniels and other grain and hay shippers will appear before the trustees of the Cincinnati Southern Railway to be heard on the old complaint of discrimination in rates on grain and hay against Cincinnati shippers by the Cincinnati, New Orleans and Texas Pacific Railway Co. It was charged some time ago by the grain men that the C., N. O. & T. P. Co. was violating the provisions of the lease by discrimination in grain rates. The matter was referred to a committee of two of the trustees and W. T. Porter, attorney for the board, for investigation and report. The committee found that there was no foundation for the charge. The grain men were, however, given the privilege of appearing before the board for a further hearing on the question.

Hope of an early settlement of the grain rate war has been abandoned by the Western railroads. To prevent it from spreading all the other roads have refrained from meeting the cuts made alternately by the Great Western and Northwestern roads. The result has been that from competitive points those two roads carried all the grain and the others were obliged to haul many cars empty east from Omaha. Because of these conditions the Rock Island system has announced that it would make a rate of 4 cents per 100 pounds on wheat and 3 cents on corn from Omaha and Council Bluffs to Chicago and Peoria, on grain coming from Trans-Missouri territory. This meets the rates of the Chicago Great Western Railway and practically makes the Rock Island system its ally in the fight against the Northwestern. The war will last until either the Northwestern or Great Western recedes from its position regarding proportional rates from Omaha.

The season in the lake grain trade at Chicago was opened April 4 by the charter of the steamer Capt. Thomas Wilson for 250,000 bushels of corn to Buffalo at 2 cents. Armour was the shipper. The Wilson will sail as soon as the ice is out of the Straits of Mackinac. The opening of navigation will probably not occur before May 1, owing to the unusual thickness of ice in the channels and the late spring. The Armour charter is said to contain the strike clause, which binds neither party in the event of delay by labor tie-up at the opening of navigation. It is estimated that there are between 2,500,000 and 3,000,000 bushels of corn to be loaded here and at South Chicago before opening of navigation. Shippers are inclined to hold off placing their grain in the ships under the strike clause unless the grain is not deliverable on early contract. There is no doubt that the season of navigation will open late, even if the Straits of Mackinac are cleared of ice. The Lake Carriers' Association will meet the labor unions on April 15 and a firm belief prevails that favorable terms will be reached at the conference, as the men are begin-

ning to realize that the outlook for business on the lakes this year does not hold forth the rosy prospect of former ones. It has been intimated by labor leaders that the unions are ready to modify their former demands. Thus far the total charters of vessel room for grain at Chicago and at Milwaukee aggregate seven boats, three at Milwaukee and four at Chicago, including the Thomas Wilson. At Milwaukee the steamers Samuel Mitchell and R. P. Fowler are loaded with wheat and the Ionia with 65,000 bushels of barley. These will leave on the first opening of navigation if there is no strike. At Chicago Armour has also chartered the Madagascar for 90,000 bushels of corn. She will not load for some time, as she is undergoing repairs. The steamer Black Rock, chartered in Chicago during February, carries oats to Buffalo. It is stated that the steamer Vega has also been chartered at Chicago for 115,000 bushels of corn and would load at South Chicago. A year ago 4,205,000 bushels of grain had been shipped in vessels from Chicago and South Chicago. The strike clause is said to have been a part of the contract of all charters made thus far. The first grain charter at Manitowoc, Wis., was made on April 5. It was the steamer Pere Marquette No. 2.

SOFT CORN FEEDING EXPERIMENTS.

W. J. Kennedy, of the Iowa Experiment Station, has announced the result of his experiments to determine the feeding value of soft corn for beef production. The data obtained would indicate: That soft corn grown on the college farm in 1902 and containing 35 per cent of moisture at the beginning of the test, pound for pound, on a water-free, or dry matter basis, was fully equal in feeding value to mature corn grown in 1900 when used for fattening cattle.

Mr. Kennedy states that a study of the Chicago live stock market conditions from January 1, 1903, to July 31, 1903, shows conclusively that the comparatively low prices of beef cattle were not caused by an oversupply of half-finished cattle. On the contrary, there was a larger number of well-finished cattle marketed during that period of 1903 than for the corresponding period of any one of the past ten years.

DEMURRAGE IN OHIO.

Recently a demurrage bill in favor of the shipper was introduced in the Ohio legislature, and as a result of the introduction of this bill an agreement has been entered into between the Ohio Shippers' Association and the railroads which provides:

"1. Car service rates shall not be enforced where fault is primarily with the railroads, for example: (a) Failure to furnish within reasonable time empty cars upon order from shipper when suitable cars are available. (b) Failure to place for unloading within reasonable time cars in yard, for which orders for disposition have been received. (c) Failure to remove within a reasonable time from industry track a car upon which car service has accrued while being unloaded. (d) Bunching of cars by railroads.

"2. Car service managers must arrange for the prompt examination of all disputed claims for car service charges, so that only legitimate charges may be collected.

"3. Car service managers must arrange with the agents of the railroads to provide prompt payment of all refunds to which shippers may be entitled.

"4. Car service associations shall arrange to change the car service rules so as to grant uniformly throughout the state ninety-six hours free time for the unloading of bituminous coal, coke, tanbark, lumber, fruits and vegetables.

"5. Car service managers in the state shall arrange to meet quarterly, or oftener, if desired, with committee from the Ohio Shippers' Association for the purpose of hearing appeals from the decision of the car service managers and other complaints, and adjusting the application of car service rules under these instructions.

"6. It is recommended by all railroads in the state that instruction shall be issued by their traffic departments to all agents that bills of lading shall be furnished to all consignors on demand.

"7. The railroads of Ohio shall appoint a committee of three members on request, to meet with a committee from the Ohio Shippers' Association to take up and adjust appeals or other matters that may properly come before that body."

In the past, so it is claimed, railroads have been in the habit of bunching cars on shippers and compelling them to unload within twenty-four hours or pay trackage.

Manitoba Grain Dealers' Association estimates reserves on farm March 1 at 3,000,000 bushels, against 6,000,000 bushels last year, and total exportable surplus 10,000,000, against 20,000,000 last year this time.

RECENT MACHINERY SALES.

During the month of March, Barnard & Leas Mfg. Co. of Moline, Ill., sold elevator machinery as follows: Separators—Nordyke & Marmon Co., Indianapolis, Ind.; Charles F. Grothe, Pleasant Hill, Neb.; Wm. R. Dell & Son, London, England; Globe Milling Co., Lakefield, Minn.; Thatcher Milling & Elevator Co., Logan, Utah; J. F. Wieser & Co., Hico, Texas; Fremont Foundry & Machine Co., Fremont, Neb. Corn shellers and cleaners—Maheu & Schuyler, St. Louis, Mo.; Star Roller Mills, Goldthwaite, Texas; Heise & Sons, Madison, Ind.; E. A. Smith Milling Co., Glendale, Ky.; Harmon & Wallace, Owensville, Ind.; Niccum & Ridenour, Kewanna, Ind.; Silver Grain Co., Agenda, Kan.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

FOR SALE ON EASY TERMS.

Three and three-quarter (3¾) sections of the choicest farming lands in Assinaboia, Canada. Address

W. R. MUMFORD COMPANY, Room 430 Rialto Bldg., Chicago.

SCALES

FOR SALE.

Fairbanks Railroad Track Scale, 60-ton, with registering beam, in good condition, for sale.

D. ROTHSCCHILD GRAIN CO., Davenport, Ia.

SCALES FOR SALE.

Scales for elevators, mills, or for hay, grain or stock; new or second-hand at lowest prices. Lists free.

CHICAGO SCALE CO., 299 Jackson Boulevard, Chicago, Ill.

ELEVATORS

KANSAS ELEVATORS.

Elevators for sale in Kansas. Address

E. J. SMILEY, 37 Crawford Bldg., Topeka, Kan.

IOWA ELEVATORS.

Line of four Elevators and Grain Houses for sale in Western Iowa. Will sell one or all; large territory. Address

TAYLOR & EMMONS, Stuart, Iowa.

INDIANA ELEVATOR.

A good elevator, hay storage and coal business for sale at Farmland, Ind. Good territory; no competition in hay or coal; one other elevator; a money maker for the right man. Address

BOX 261, Winchester, Ind.

AT A BARGAIN.

Cereal mill, grain and coal business for sale; will be sold at a bargain; wanting to retire on account of sickness; good business; can be increased by working a little. For particulars address

F. STRUVE, Miles, Ia.

KANSAS ELEVATOR.

On account of poor health I offer for sale Grain Elevator on R. R. siding; City Feed Mills, main building 25 by 60; scales and coal decks; 6-room dwelling. Good established business. A money maker.

E. B. DOCKUM, Jetmore, Kan.

ELEVATORS FOR SALE.

Stinson, Morrison & Co. have four grain warehouses located on the Frisco Railroad in one of the best grain sections in Oklahoma; handled 165,000 bushels of wheat and oats last season; houses were built last season. Will sell all for \$2,000, one-third down, balance without interest till harvest, and time on balance at reasonable interest. Address

E. A. STINSON, Guthrie, Okla.

FOR SALE AT A BARGAIN.

Grain, feed and produce business in one of the best county seat towns in Iowa. Elevator has capacity 15,000 bushels, equipped with dumps for grain and ear corn, sheller, cleaner and grinder, steam power. Two other large buildings for handling produce, mill feed, hay, etc. Two hundred feet track frontage. Only \$3,500. Half purchase price carried on property if desired.

SHIPTON & VETTE, Marengo, Iowa.

MACHINERY**FOR SALE.**

Barley Separators, Prinz & Rau make, one No. 1½ and one No. 2½, for sale.
D. RÖTHSCHILD GRAIN CO., Davenport, Iowa.

FOR SALE.

One 30 H. P. latest improved 1904 Pierce Gasoline Engine; new, guaranteed; \$600.
PIERCE ENGINE CO., Drawer A, Racine, Wis.

A BARGAIN.

Sheller and cleaner combined, size No. 1, for sale cheap; Barnard & Leas make; warranted strictly as good as new. Taken on a chattel mortgage. Address

JOHN BUTZER, Hillsdale, Ill.

FOR SALE.

One 36-foot, 50-ton Buffalo Track Scale.
One 12x15 center crank engine.
Both the above as good as new; will sell cheap.
Address
DAVENPORT MALT & GRAIN CO., Davenport, Iowa.

MONEY IN YOUR POCKET.

If you want to change that second-hand machine into money advertise it in this department. Or if you have a grain elevator to sell or rent, or wish to buy, make your wants known through these columns.

FOR SALE.

One 6-horsepower Charter Gas Engine; one flax reel, E. H. Pease & Co., makers; two 6-ton Fairbanks Wagon Scales; one wagon dump and scales, Savage & Love Co., makers.

All the above are nearly new and in good condition. Can make immediate delivery. Address
F. L. HOWE & CO., Radcliffe, Iowa.

FOR SALE.

Thirty sets of 42,000-pound Fairbanks-Morse Compound-Beam Hopper Scales, as good as new. Can furnish framing timbers with these scales.

2,400 feet of second-hand 5-ply 17½-inch wide rubber belt.

2,800 elevator buckets, 6x14½, four holes, with brace in center. Can furnish boots to go with this belt.

Four steel pans, 168 inches long at top, 92 inches long at bottom, 63 inches wide at top, 37 inches wide at bottom, 60 inches deep.

Prices made on above on application.

TRANS-MISSISSIPPI GRAIN CO., 523-534 Bee Building, Omaha, Neb.

SEEDS**SEED FOR SALE.**

Choice, re-cleaned timothy seed, \$1.25 per bu.
G. L. MILES, 990 Broad St., Grinnell, Ia.

SEEDS, ETC.

Choice garden peas, 500 bushels standard sorts, also alfalfa seed and honey, for sale. Write
VOGELER SEED & PRODUCE CO., Salt Lake City, Utah.

BEST SEEDS.

Headquarters for Alfalfa, Meadow, Fescue, Millet, Sorghum, and Kaffir Corn seed. Address
KANSAS SEED HOUSE, F. Barteldes & Co., Lawrence, Kan.

FOR SALE.

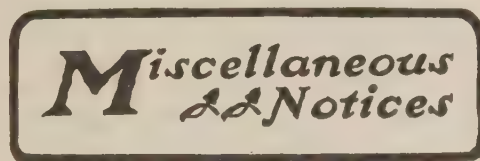
Seed Speltz, Oats and Barley, also Timothy and all field seeds for sale. Wholesale Price List on application.

L. L. OLDS SEED CO., Clinton, Wis.

ALFALFA SEED.

We offer the best kinds that grow. Seed is taken from Alfalfa that makes the best growth and best adapted to this country. We sell it more reasonable than others; re-cleaned seed \$13.50 per cwt. Turkestan Alfalfa, the Alfalfa that has proven such a great success on dry, arid soils and will withstand more hardships than any other kind. We have the genuine article, re-cleaned, free from obnoxious weed seeds, for \$16.00 per cwt. Send for samples and send in your order. Catalogue is free. Be friendly. Write us. Address

A. A. BERRY SEED CO., Box No. 114, Clarinda, Iowa.



[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

SITUATIONS WANTED**WANTED.**

Position as manager of grain elevator. Fifteen years' experience with grain, coal, hay and live stock trade. Best reference as to character and ability. Address

E. J. SPENCER, Vandalia, Ill.

WANTED.

A position with a reliable elevator or grain firm. I am competent to inspect grain or superintend and handle an elevator, or would accept a position as traveling or private inspector. Any firm in want of a good, all-around, sober and careful man can find him by addressing

A., Box 4, care "American Elevator and Grain Trade," Chicago, Ill.

SITUATION WANTED.

An experienced grain buyer is open for an engagement. At present employed and during the past year have bought 400,000 bushels of corn and oats. Any firm that desires a reliable man and is willing to pay a salary commensurate with the work done should address

ILLINOIS, Box 9, care "American Elevator and Grain Trade," Chicago, Ill.

GRAIN WANTED**GRAIN WANTED.**

Wanted—Feed barley and new No. 2 and No. 3 rye.

W. H. SMALL & CO., Evansville, Ind.

HAY WANTED.

Hay consignments solicited. Will honor draft with bill of lading attached for three-fourths value. Prompt returns.

S. T. BEVERIDGE & CO., Richmond, Va.

PRICES WANTED.

Prices wanted based on New Orleans delivery on corn, hay, oats and feed of all kinds. Write
COVINGTON WAREHOUSE & COMMISSION CO., LTD., Covington, La.

MAKE YOUR WANT KNOWN.

There are few mind readers and when you want to convey an idea to a grain shipper or receiver it's best to either put it in type or shout it at him. The "American Elevator and Grain Trade" reaches a large class of readers who will read your wishes if you have them put in type in these columns.

**FINE LOCATIONS
FOR ELEVATORS ON
THE BELT RAILWAY OF CHICAGO
(THE INSIDE BELT)**

ADDRESS B. THOMAS, PRESIDENT
ROOM 15 DEARBORN STATION, CHICAGO

For Industrial Locations

In Illinois, Wisconsin, Iowa, Minnesota, Upper Michigan, North and South Dakota, write to W. B. Davenport, Industrial Commissioner, 660 Old Colony Building, Chicago.

Chicago, Milwaukee & St. Paul Railway

Burlap Bags!! Grain Bags!!

ALL SIZES MADE TO ORDER

W. J. JOHNSTON, 182 Jackson St., Chicago.

ROOFING AND SIDING.**CORRUGATED IRON—\$1.50 per square**

We have on hand 10,000 squares of this material which we offer at the above price. We also have all grades of corrugated iron and metal roofing for elevators, etc.

We are headquarters for machinery of every kind; also for job stocks of general hardware, such as axes, nails, wire, horse-shoes, shelf hardware, etc. We are constantly buying stocks at forced sales.

We also have for sale a complete line of mill supplies, such as belting, pulleys, shafting, hangers, etc. When in the market for pipe for water, gas, steam, oil, etc., write for our extremely low prices.

We have the largest establishment of its kind on earth. Our plant and yards cover over twenty acres of land.

Write us your wants, and ask for our Booklet No. 494.

CHICAGO HOUSE WRECKING CO.

WEST 35TH AND IRON STREETS

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SYKES STEEL ROOFING CO.

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**MAKERS OF FIREPROOF WINDOWS**

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

**Corrugated Iron and
Metal Roofing
For Grain Elevators**

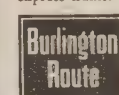
And take contracts either for material alone or job completed. Write us for prices. We can save you money.

Colorado—

That's the title of a handsome new book of seventy-two pages, beautifully printed, bound and illustrated; fifty-six pictures of Colorado's matchless mountains, canons, streams, lakes and forests.

The book is written in a most delightful vein and gives pleasing glimpses of a mountain world whose colossal beauty never wearies or changes or grows old. A splendid map of Colorado is appended.

It is not a guide book, but contains a few paragraphs about the best way to reach Colorado from everywhere east and southeast via Chicago or St. Louis (Louisiana Purchase Exposition) and the Burlington Route, with its splendidly equipped one-night-one-the-road fast express trains.



Mailed anywhere upon receipt of ten cents in stamps or coin.

P. S. EUSTIS,
Passenger Traffic Manager,
P3 CHICAGO.

GRAIN RECEIVERS

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ESTABLISHED 1846

C.A. KING & CO.

THE GOLDEN RULE

GRAIN AND CLOVER SEED DEALERS
OF TOLEDO, OHIOSPECIAL MARKET AND CROP REPORTS FREE
BE FRIENDLY WRITE OCCASIONALLY

RAYMOND P. LIPE

BUYER OF

HAY, GRAIN and MILL FEEDS

HAY A SPECIALTY

We can use hay in any sort of car that comes to Toledo. Can also use mixed cars of hay and straw. Write for prices.

The Spitzer Building, - TOLEDO, OHIO

WILLIAM R. WORTS

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WORTS & EMMICK

Grain and Commission

47 Produce Exchange, Toledo, Ohio

SPOT AND FUTURES. If you do not receive our bids, ask for them. We will bid you no matter where you are located. Let us handle your consignments. Our motto: Success to our patrons. Try us.

REYNOLDS BROS.

TOLEDO, O.

Buy and Sell Grain

SELL US YOURS

If you don't get our bids, ask for them. Consignments always welcome. Consign us yours.

J. F. ZAHM

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ESTABLISHED 1879

J. F. ZAHM & CO.

GRAIN and SEEDS

TOLEDO, OHIO

Handling consignments and filling orders for futures

OUR SPECIALTY

SEND FOR OUR DAILY CIRCULAR; IT'S FREE

PEORIA

ESTABLISHED 1875

P. B. & C. C. MILES

Grain Commission Merchants

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36-37 Chamber of Commerce, PEORIA, ILL.

T. A. GRIER & CO.

PEORIA, ILL.

RECEIVERS, BUYERS AND SHIPPERS

OF WHEAT, CORN, OATS AND RYE

On account of the peculiar character of the season, grain is largely off grade and we advise consignments

WE GIVE ALL CONSIGNMENTS CAREFUL ATTENTION

A. G. TYNG, Jr.

D. D. HALL

TYNG, HALL & CO.

Grain and Commission

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ROOMS 33 AND 35 CHAMBER OF COMMERCE
PEORIA, ILLINOIS

TYRONE, PA.

JOHN H. MILLER

SHIPPER OF GRAIN

HAY AND MILL FEEDS

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Telephone Wires in Office

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Blair County Bank Bldg.

TYRONE, PA.

ST. JOSEPH, MO.

T. P. GORDON

Wholesale Dealer in

GRAIN, HAY and MILL FEED

COMPETENCY, INTEGRITY and ABILITY

SHIP TO ME :: ORDER FROM ME

References: Any Bank or
Commercial Institution of St. Joseph St. Joseph, Mo.

Choice Milling Wheat

We are close to the supply and can furnish you, in car or train lots, stocks of choice milling wheat at right prices. Your business will thrive through our selections.

C. A. DAYTON GRAIN CO.

ST. JOSEPH, MO.

CAIRO

H. L. Halliday Milling Co.

RECEIVERS AND SHIPPERS

CORN-WHEAT-OATS

CAIRO, :: ILLINOIS

DETROIT

A. S. DUMONT

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RECEIVERS GRAIN SHIPPERS

Chamber of Commerce
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DECATUR, ILL.

Consignments Solicited.

Ask for our Bids and Quotations.

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LANCASTER, PA.

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Grain, Feed, Hay and Straw

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W. P. BROWN

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W. P. BROWN & CO.

Successors to JNO. K. SPEED & CO.

WHOLESALE GRAIN, HAY, SALT

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HAY, STRAW AND GRAIN

COMMISSION MERCHANTS

ON ALL MARKETS IN NEW YORK HARBOR

Office: Borough of Brooklyn, New York

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FLOUR, GRAIN AND MILL FEED

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Highest References

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JOHN T. MORRIS

ISAAC H. REED & CO.

COMMISSION MERCHANTS

For the
Sale of

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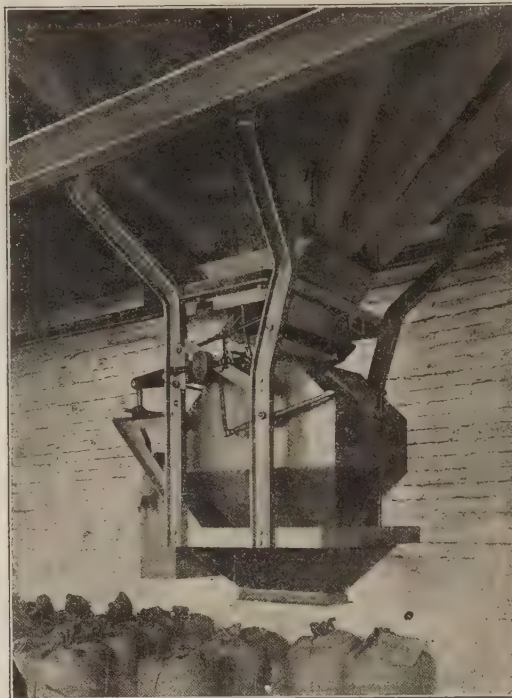
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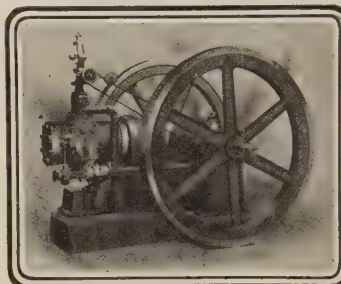
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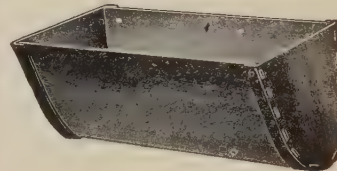
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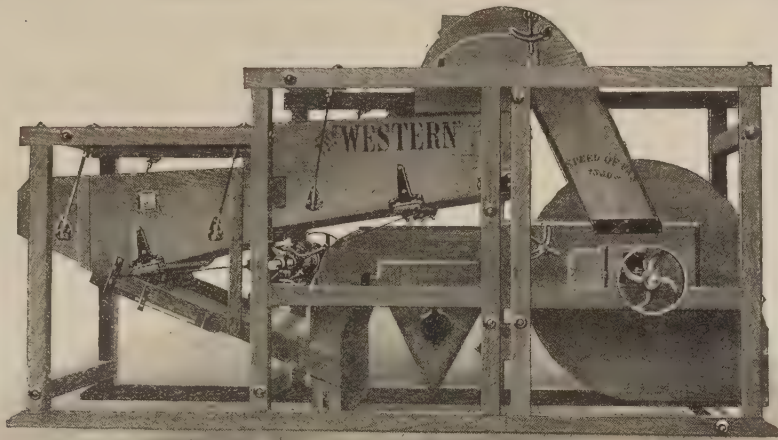
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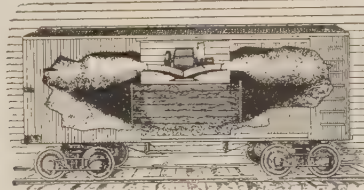
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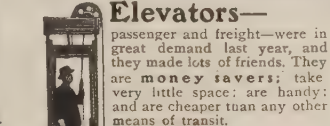
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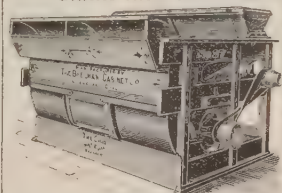


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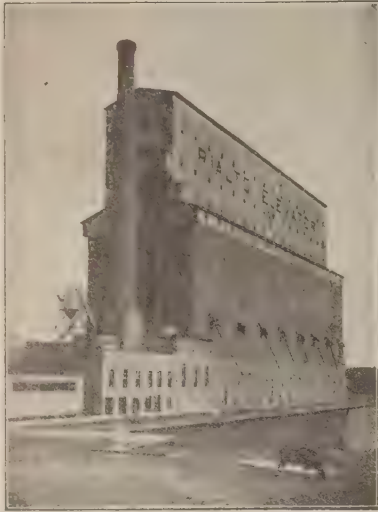
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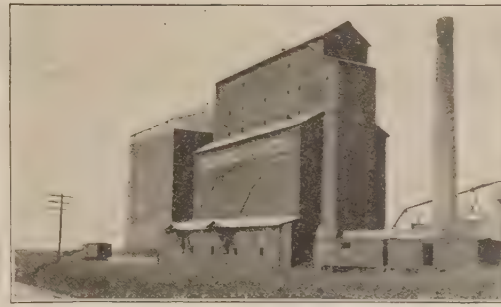
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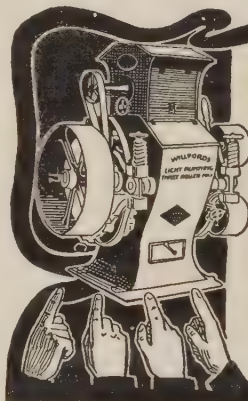
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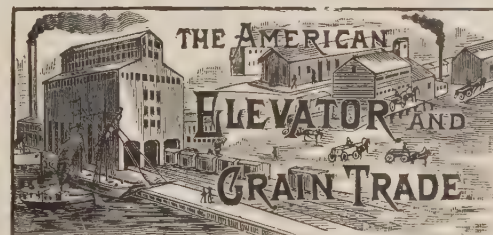
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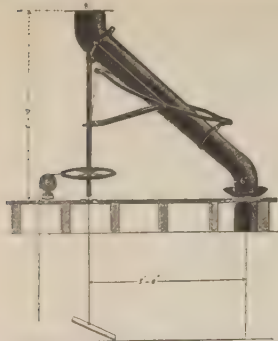
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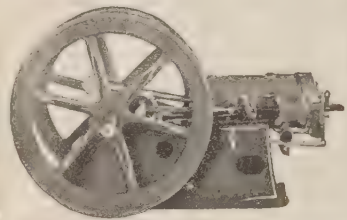
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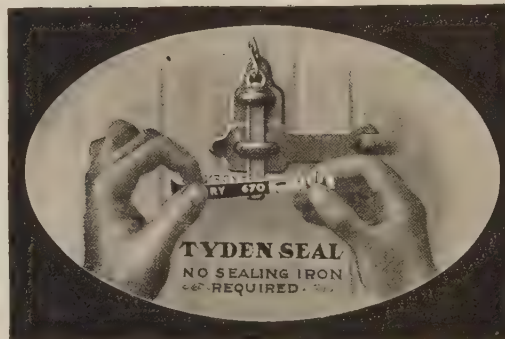
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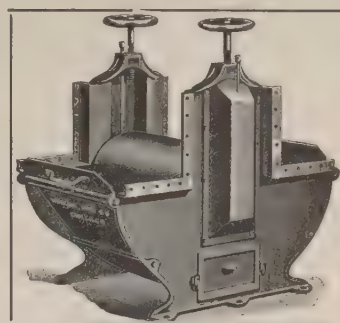
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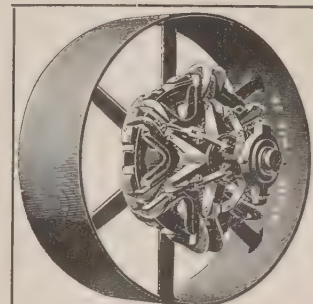
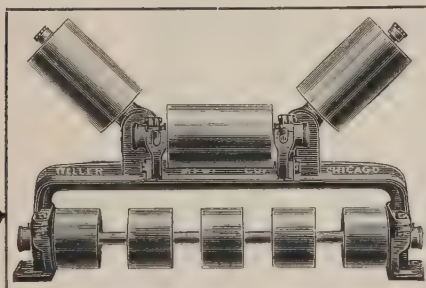
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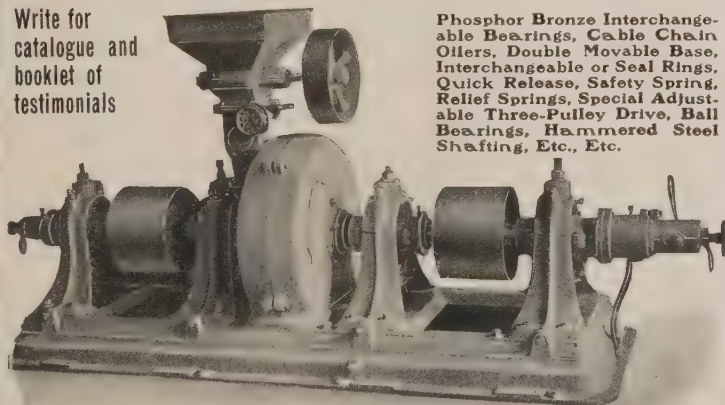
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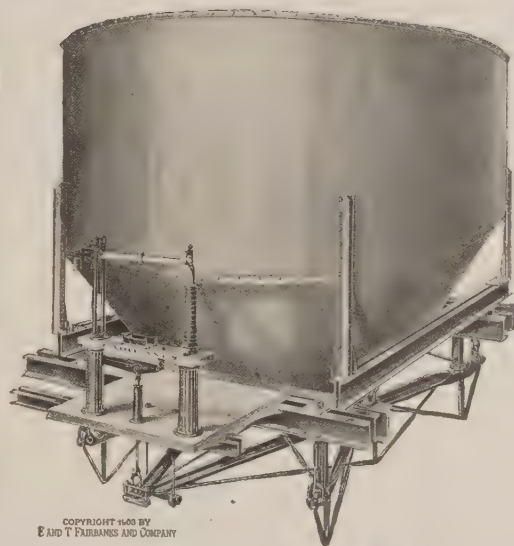
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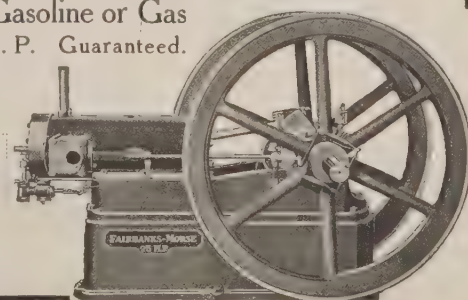
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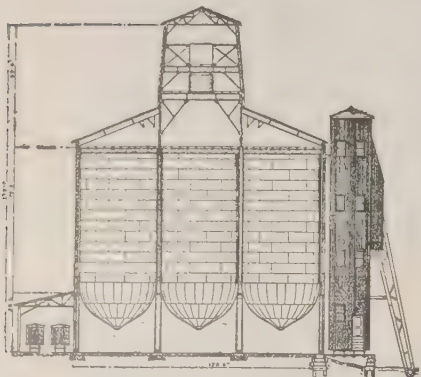
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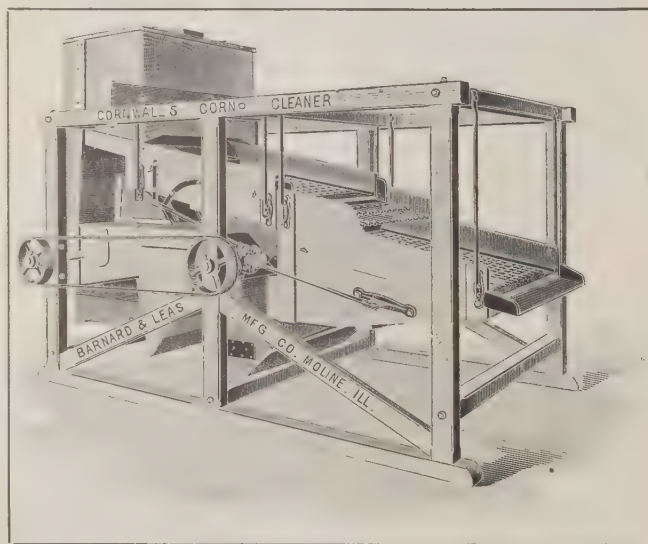
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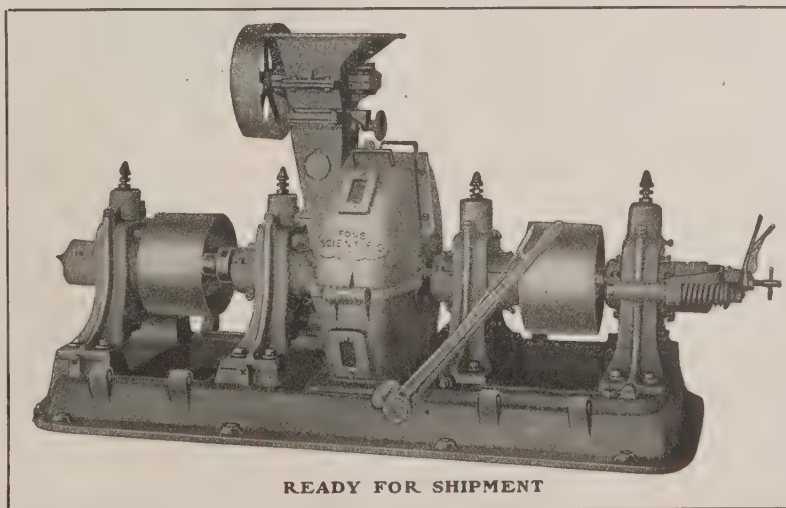
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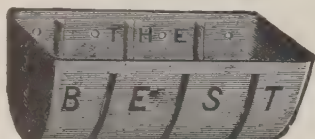
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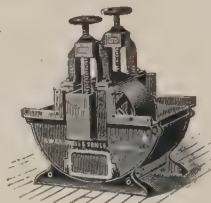
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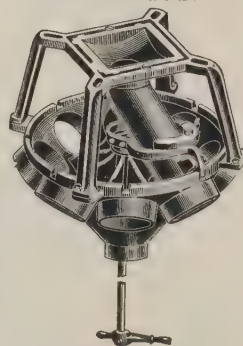
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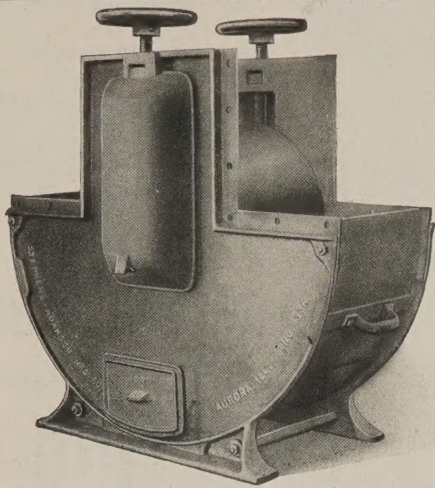
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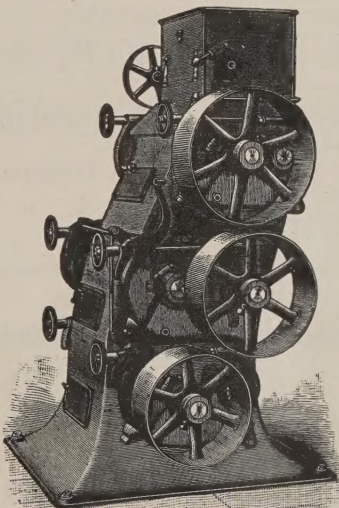
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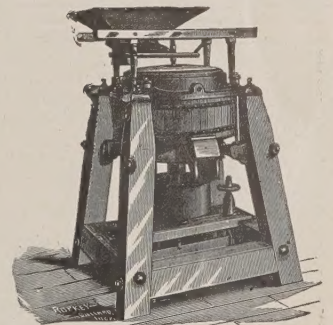
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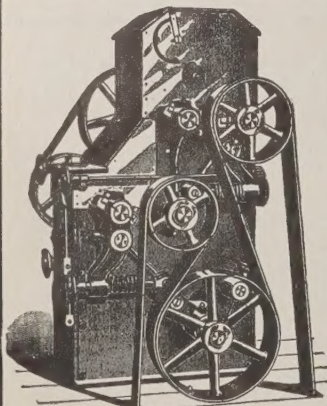
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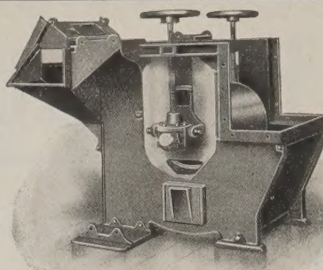
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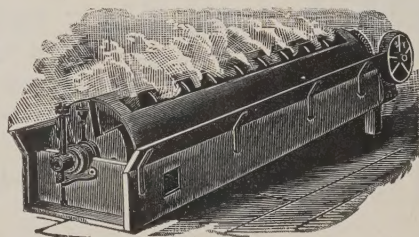
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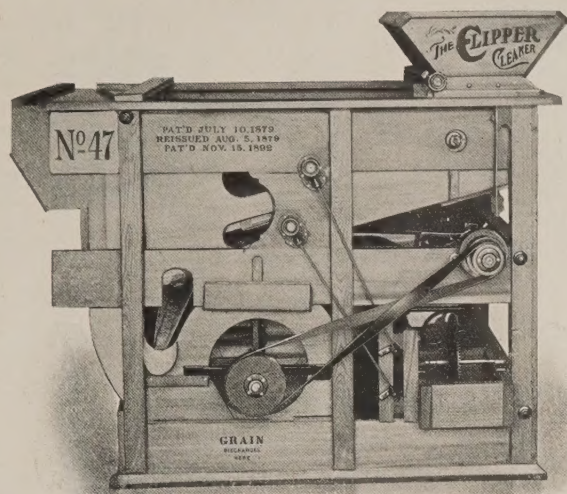
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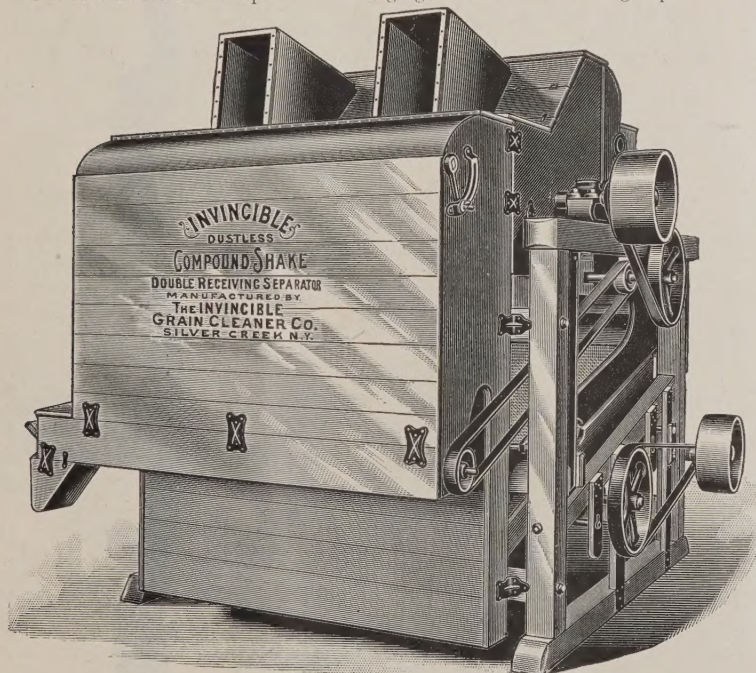
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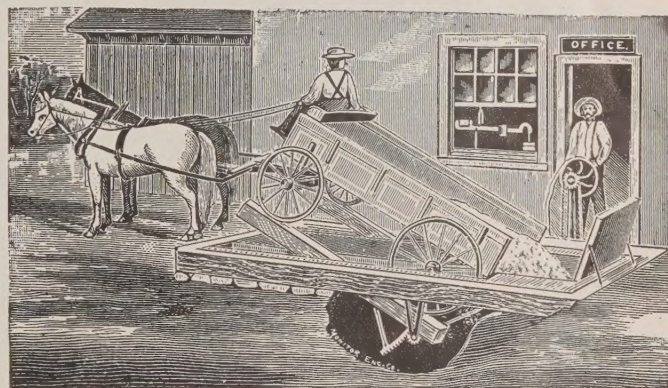


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